MAR 7 1922

THE Publishers' Weekly

The American Book Trade Journal

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VOL. CI NEW YORK, MARCH 4, 1922 No. 9

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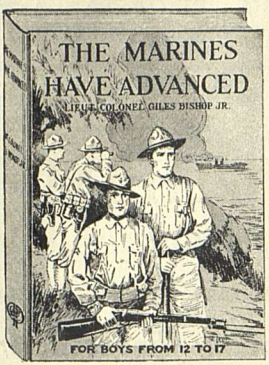

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HENRY HOLT & COMPANY

The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

March 4, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Tariff Situation

VERY carefully drawn schedules which would correct the evils that are embodied in the present Fordney Tariff, have been filed with the Senate Finance Committee at its request by John Macrae, representing the National Association of Book Publishers and the American Booksellers' Association. Senator Smoot has acknowledged the receipt of these and expects that these schedules will come up within the next two or three weeks. In the meantime, it is to be hoped that the book-trade realizes how serious the situation is and is doing everything in its power to make Congress realize that the book schedules are of vital importance to the country, even if only represented by a small industry. Libraries and educational institutions, under the leadership of Dr. M. L. Raney, have also kept Washington well informed of the need of these revisions.

The latest reports from those close to the Congressional Committees indicate that they are now at rather a standstill as to the method of establishing the tariff rate. The Senate has come out in favor of levying duties on the English cost and is reported to have begun to revise the schedules to fit that method. Chairman Fordney of the House, however, appeared next day in the paper with the statement that such a plan could never be made acceptable to the Ways and Means Committee of the House. Following this impasse comes a statement from Senator Smoot that the compromise might be on the basis of the American wholesale price instead of on the American valuation. As far as the book situation goes, one would be as unfortunate as the other and would mean a doubling of the present tariff. If there is anyone who believes that the tariff schedules on books need to be doubled to protect American industry, he has yet to be heard from. Publishers and booksellers are contending for not more than twenty per cent duty and that to be levied on the cost in the country of exportation. Any increase on this is a futile curtailing of international trading and a serious menace to book use.

Bookstore Wages for Women

A FIRST step in what ought to lead to a further detailed study of the financial returns of bookselling as a profession for women is given in a report printed in this week's issue on "Salaries of Women Book Salesmen in New York." This study has been made for the Women's National Book Association by Rubie Ley, recently connected with the Liberty Tower Bookshop. From this study, it appears that salaries range from $15 to $35 per week, and that the different types of stores pay very closely comparable rates. The average seems to be about $100 a month or $1200 a year. This amount should prove to have some fairly definite relation to the total amount of books sold. The fact that several of the houses have introduced or are beginning to introduce the commission system to supplement salaries shows that there is increasing recognition of the relation between wages and sales.

Retail business is not like a public office, and the salaries must have a sound relation to the business done or the job is headed for extinction. Some investigators have said that eight per cent on the sales was the maximum of sales salary that can be carried along with the other selling expense. This would mean that the salesman who should receive $100 a month should be selling in the neighborhood of $15,000 a year.

This percentage must of necessity vary with different types of stores. The large store with heavy advertising brings more people to the salesman's side for attention than the small shop relying more on the salesman's own personality to bring the people to the store. This would mean that in the department store the percentage of sales salary per $1 of sales might be less, but that the total salary might be about the same. The figures do not have to do with small bookshop owners, there having been no effort made to gather figures as to the final profits of bookselling which has seemed to be working out well lately for owners.

A further study of salary figures would be of help to the bookstore owner and to anyone in the business or expecting to enter it,

and if the Women's Book Association can get further statistics, figures made from a wide range of stores, they would be of real importance.

Newspaper Pressmen Walk Out

AT midnight on Tuesday, February 28th, the pressmen on the New York daily newspapers ceased work by Union decision, and the papers of that morning were published in 8-page form. At 2:30 the Union voted to return to work and appoint a committee of twelve to confer with the newspaper publishers, asking for a modification of the arbitrator's decision. The walkout was not authorized by the National Union, and the local Union head, David Simon, urged a rescinding of the Union's action.

The arbitration decision that brought this action about had been passed down by Judge Martin T. Manton, of the United States Court of Appeals on February 21st. The Union claimed that the changes embodied in it were so radical that they must have been prejudiced. The contract between the Union and the publishers had terminated last March. There had been long delays in the progress of the discussion. At first the publishers wanted a court of arbitration and the Union a single arbitrator. Finally the publishers agreed to the single arbitrator plan and each side named a list of arbitrators to select from, which would be satisfactory. The selection was finally delayed until January, when the publishers accepted one on the printers' list, Judge Manton, as mentioned above.

The hearings have taken about a month and were published in full in the New York *Times* of Thursday, February 23rd. There was no lowering of wage scale, which is $7.50 to $8.50 a day for day work and $8.00 to $9.00 for night work. From the point of view of the employer, the shop conditions were greatly improved, and the decisions would have a bearing on other Union practice. The production of a newspaper cannot be carried on as systematically as to hours as other industries, especially in the press room, and the Union had gradually hedged the shops around until it had become impossible to get 8 hours' work for 8 hours' pay. Judge Manton decided that day work could be any 8 consecutive hours between 7 A. M. and 7 P. M., and night work any 8 hours between 7 P. M. and 7 A. M. Night hours formerly were 6, beginning at midnight. Under that old system, if a newspaper called the night men in at 10 o'clock and used them only till 4, there was overtime for 2 hours from 10 to 12 and a full day's pay for the 4 hours from 12 to 4.

Another important change in the hours has to do with lunch hours. Under the old arrangement, all men left the presses at one time, while it would be obvious commonsense to have the hours made staggered, so that the presses could keep running, and this is now approved. Another source of annoyance as to hours came about when the night shift worked a short time after 6 o'clock. If the presses should be kept running, for example, till 6:15, the publisher would pay for a full hour's overtime at time and a half, and also for an extra half hour overtime on the theory that after the 6 hours' work there should have been a half hour lunch hour allowed. This has brought 90 minutes charge at time and a half wages for 15 minutes' work.

Another change has been in the size of the crew. In every city outside of New York, the maximum crew on a quadruple press is 5. In New York, Unions have insisted on 6. On a sextuple press in New York, the crew is 7 and the maximum outside is 6. The publishers are now permitted to use the same size crew as other newspapers. New regulations also permit shifting workmen from one press to another in order to insure efficiency and economy of operation as long as transfer does not reduce the number of men employed on any shift.

A Carbon Paper Fraud

THE trade is warned against a man who has appeared in two or three business offices in New York, representing himself as H. Shields from Batavia, East Indies. This man, representing himself as a nephew of S. Van Kanner, made his last call at Fleming H. Revell Company, stating that he wished to open an account and to purchase a line of books for an East India business. Before he left, he mentioned the fact that he had in his hotel a large supply of carbon paper which he had bought but which was not suitable for East India conditions and which he would like to sell at an extraordinarily low price. The Revell Company was suspicious of the story, and, on investigation, found that other firms had been thus approached, in each case the story being slightly different and the item at the end on which money was to be raised being some other commodity. The Merchants' Association have previous record of this fraud, and the evidence has been filed with the District Attorney.

Report of Salaries Paid Women in Bookselling

THE Woman's National Book Association recently undertook an investigation of the salaries paid to women in bookshops in New York City. Rubie Ley, formerly of the Liberty Tower Bookshop, gathered the facts for the Association. She says:

Fifteen shops have been interviewed. Four of these shops refused to give out any figures, and there was no opportunity to obtain them from the clerks themselves. In the shops from which reports could be obtained the salaries range from $15 to $35 per week. Three of these pay partly on a commission basis, and one will establish that basis. Experience seems to count for about $2 in the initial salary received. The future seems to depend on the salesman's ability to work up to the position of buyer and to put the experience she has gained into establishing her own shop.

These are the detailed statistics, gathered from New York bookshops:

(1) In one large store about half the sales force are women. The firm has never shown any disinclination to hire women. They are often given charge of departments, and are then consulted in regard to all re-ordering. In at least two instances the publisher's salesman does not need to wait for the head buyer's O. K. before forwarding an order. A woman with no bookselling experience is taken on at $18 a week, while one who can show any previous work in either library or bookshop is given $20. The average salary is $25, and several women are earning $35. The firm also pays a commission. In December, the commissions ranged from $10 to $125.

(2) In a second store, it was said there were few women on the sales force in the retail shop. The manager stated that he had taken inexperienced women onto the force at $17 a week. Intellectual background counts more than actual selling. He would give no further information—that each case was considered separately.

(3) The manager of a third store would give no figures. He believed that women were poor salesmen and were excelled by men in every line of business. "Every woman should work in her own home, there she is really valuable."

(4) At a highly specialized store, the investigator was told only women were employed. The stock girls are paid $10. The selling force is usually recruited from these girls who have grown up in the department and proved their abilty. A new person with experience would be taken on for $20. The highest paid member of the sales force is receiving $125 a month.

(5) Another firm pays on a straight salary basis. This last year, a beginner was taken on at $18, while one with previous bookshop experience was given $22.50. The maximum salary is usually considered to be $25, altho one woman, whose splendid knowledge of books has made her of great value to the firm, is paid $30.

(6) A sixth firm, which has a great many employees, a large number of whom are women, pays an inexperienced woman $15 a week. The highest salary of which the investigator could learn is $22.

(7) Intellectual background is also given a high rating at the next store. The minimum salary is $20, while the maximum is $30. The advance between the two extremes is dependent upon ability and not long years of service.

(8) At a shop which requires highly specialized training of its assistants, it was felt that the salary ought to be $35 for the type of woman who must be employed.

(9) At a small shop where an assistant is needed for only part of the year, $35 a week has been paid in the past, but in the future $25 with a 5 per cent commission will be paid. The proprietor believes that a commission basis helps the assistant to feel a real interest in the shop.

(10) Another firm with a number of employees pays an inexperienced woman $18, while $20 is offered as a start to one who has worked in a library or another bookshop. If the inexperienced clerk is not worth raising to $20 at the end of the first month, she is dropped from the staff. $35 is the maximum salary for a clerk. There are no commissions.

(11) At one department store, an elaborate commission basis has been arranged. The salaries range from $15 to $20. Each clerk is given a quota which corresponds with her salary and is paid 2 per cent on all sales above this figure. This makes the salaries of competent salesmen average between $25 and $30 a week. Commissions are paid semi-monthly.

(12) At another department store no figures regarding salaries would be given out.

(13) At a third, the book department manager has been forbidden to give out data regarding salaries. She said many organizations had asked facts on this matter and she had been instructed to refuse information. The investigator was referred to the general manager who would return to the store about the middle of March. From other sources it was learned that women's salaries begin at $18 and a commission of 1 per cent of sales is paid.

(14) At another shop, where specialized training is necessary for the employees and where they are chosen with great care, $25 is being paid at present to all women employees.

Year-Round Bookselling Plans

THE Year-Round Bookselling Committee has prepared the following outline of concentration points for bookselling in the next four months. This outline gives the special bookselling events in each month and many practical suggestions as to how to plan the events so that they will be most successful.

Calendar

MARCH—*"Find It in Books!"*

Practical books for Business (first two weeks).

Practical books for the Home (last two weeks).

The Travel Club of America asks for nominations of the "ten best travel books ever written," for a "Wanderlust Shelf" to be displayed at the Travel Exposition in New York City, March 25-31. Send in your nominations and your customers' before March 10, to the Travel Book Contest, Grand Central Palace, New York. Watch for newspaper announcements of the results of the contest.

APRIL—*Religious Book Week, April 2-8.*

"Good Books are Life Teachers."

Religious education in the home.

Books as gifts for Easter. Gift bands, "Easter Greetings," purple and white, on request. Display with appropriate greeting cards.

"Back to Nature." Books for adults and for children, on outdoor subjects.

MAY—Books as graduation gifts.

Books as rewards for children in grades.

Lesser Events in May

May, first week—National Baby Week. Books for mothers.

May 14th—Mother's Day. "Send a Book to Mother!"

JUNE—Books for wedding gifts; books for brides' showers. Start vacation reading publicity, in schools and camps. "Take along Books for all the Family!"

The April Campaign

RELIGIOUS BOOK WEEK, April 2-8—Ministers are among the best advertisers of books. They believe so forcibly in the books they like, and they have constant opportunity for discussing books. Be sure that local ministers' associations announce the dates and purpose of Religious Book Week, "to promote a wider interest in religious books and in religious education in the home." Suggest that space be given in the *church calendar* on April 2d to a list of religious books, and to announcement of book talks and book exhibits during the Week. Church clubs and classes, young people's societies, weekly prayer meetings, the April Second sermons, are all opportunities for talks about the influence of books, and about specific books.

Be sure that *literary clubs* meeting during the Week have announcements of Religious Book Week, and exhibits of books if desired.

Get the *art stores* to cooperate with religious art displays. They will be planning appropriate displays for the Easter season. Reprints of illustrations from Bible stories for children and other art books of religion can be obtained from some of the publishers.

The *public library* will cooperate with you by having displays of books for Lenten reading, and books for Easter gifts.

Displays—Plan your displays and advertising to cover the two weeks before Easter, featuring general religious books during the Week of April 2d, and Bibles, prayer books and other devotional books especially during the week immediately preceding Easter. Books as Easter gifts should be emphasized during both weeks.

Posters—Several of the religious publishers are sending the Religious Book Week poster direct to churches, which will prepare the way for your advertising. The Committee is counting on you to order posters for churches not supplied. A streamer, "Second Annual Religious Book Week, April 2-8" will be sent with each poster.

Cards for distribution—The poster will be reproduced on a card 3½ by 5½ inches, two color, with the following statement on reverse (Space left on reverse for dealer's imprint also).

"It is not enough for people to read the current novels and magazines. Religious families ought to build up good libraries of religious books. Children should be made familiar with them in their youth. It is a wholesome thing for every family who cares for the higher things in life to give attention to the additions that are made to the home library. This ought to include something more than the incidental, trivial and flippant things, which too many people are content to buy and read. If we are to train up a generation capable of sustained thought and possessed of strong convictions, there must be some attention to the selections and purchase of good books for the home."

These cards are appropriate for distribution at meetings, in Y. M. C. A. and Y. W. C. A., as bookmarks in books sold, as gift cards to go with books, for mailing direct to customers, etc.

The religious book department—In connection with Religious Book Week in 1921, several book stores opened religious departments. At least one large department store started a

religious book department, circularizing all the ministers in the county about the Week, and the books added to the store. There is *profit* in selling religious books.

Books as Easter Gifts

The Easter gift band is similar to the Valentine gift band, 27 inches long, 1½ inches wide with white letters "Easter Greetings" on a purple background. These bands around books make effective window displays, and are attractive left on the book purchased as a gift. Easter greeting cards to accompany gifts might be displayed and sold with books.

Religious books are suitable for this display, and also books of essays, poetry, and attractive editions of books on other subjects.

"Back to Nature" Books

April is the month for spring opening in the book store: bright posters, vases of wild flowers, colored photographs of "April" birds, garden tools, photographs of 1921 gardens, fishing and camping equipment or other displays suggestive of outdoor pleasure, will be appropriate as center for the window. Books on gardening; guide books to birds, flowers, trees, mushrooms, stars, etc.; books on outdoor sports; books of nature essays; all these will have a pulling power with spring in the air.

The poster shows a man and two boys on a hike stopping to look up a new bird in a book they have carried. This poster will be reproduced on 3½ by 5½ cards, for dealer's imprint and distribution. Appropriate for circularizing nature study clubs, "Audubon" clubs, etc.

"Take Along a Book"

A window transparency for dealer's use is being printed for mailing about March 15th. This is a circular cut sign, eight inches in diameter, for application to window, door, or bookcase. If the sign is applied carefully (directions furnished with each sign), it will stay on the glass for months without curling or washing off. Perhaps the best place for this permanent sign is on the door, below the dealer's name, but high enough to catch the attention of the passer-by. One sign will be sent to each dealer. Extras on request.

Year-Round Bookselling of International Interest

The Canadian, English and French book-trade periodicals have been printing details of the Year-Round Bookselling Campaign for several months, in some cases using cuts of the posters. Both the Canadian and English Associations of Booksellers bought copies of the Children's Book Week poster last fall, for distribution among their members. Requests for the Year-Round posters and circulars have reached the Committee from booksellers and publishers in the following countries: Canada, England, Australia, New Zealand, France, Costa Rica, Japan, India, South Africa, and Denmark. Material is being sent to them regularly.

Price Maintenance Again to the Front

Booksellers' Convention Asked to Take Aggressive Stand

THE problem of price maintenance in the book-trade, which is apparently coming to the front from a good many different angles, may be made an important subject of discussion at the Washington Convention if the Program Committee takes up the suggestion embodied in a statement addressed to them by Charles E. Butler, Chairman of the Board of Trade of the American Booksellers' Association. Mr. Butler points out that the Kelly Bill, which seems to be the only way out of the continual menace of price-cutting, is now before Congress and that a strong drive made in May with a national backing might be a wonderful opportunity to put this legislation thru.

The plan for emphasizing price maintenance has received the hearty approval of the American Fair Trade League whose secretary has written "We believe that your Association is in a position to strike a winning blow in the long campaign."

Mr. Butler's statement is as follows:

"As the Convention will be held in the Capitol of the United States we are given as wonderful an opportunity as any Convention ever had, if we are alive to the occasion.

"The vital question today for the book-trade, as well as to a vast majority of other merchants and producers, is protection against the assaults of 'price cutters' the country over, who, under the camouflage of the 'protection of the consumer,' assail, impair or destroy, whomsoever it may be their pleasure and for their own benefit, so to treat, all of which is done, seemingly under the sanction of the Law.

"Efforts have been made and are being made to correct this evil, all kinds of decisions have been handed down by the court, some favorable, some otherwise, until the merchants of the country are at an utter loss as to what 'can be done' and what cannot be done.

"To remedy this disastrous condition, and in order that those who desire to sell their merchandise, at standardized prices, may be author-

ized to do so, by the passage of a law to that effect by Congress there has been introduced in the House of Representatives by Mr. Kelly of Pennsylvania, a bill—H. R. 11.

"To protect the public against false pretense, in merchandising—under trade-mark or special brand, of articles of standard quality." Certain safeguards and provisions being provided.

"This bill is on the calendar, and ready to be brought up when the opportunity offers, but Congress is busy, and apt to be for some time to come.

"In the meantime the opportunity of the book-trade is here—we hold our Convention in Washington in May. Why not make this Convention a National issue, by devoting most of the time, if not all, to the biggest drive we can make thruout the United States, urging every merchant and producer who wants to, to join with us in demanding of Congress the passage of the Kelly Bill, H. R. 11.

"I believe such a campaign as this, and such a Convention, would bring the book-trade to Washington from all parts of the country, as a patriotic duty as well as for their own interest, all full of fight and enthusiasm.

"Consider the opportunity offered. Many of the members of Congress undoubtedly would be glad to support the Bill and speak for it, members of the administration likewise, and prominent men from elsewhere bear in mind that the Federal Trade Commission recommended such a bill to Congress, that the Chamber of Commerce with thousands of members all over the country voted in favor of such a bill, that the American Fair Trade League, with hundreds of prominent producers in its membership, has fought in and out of Congress, for such a bill, that merchants and producers all over the country are working hard for government protection. Support could be had from all of them and from many other sources.

"Here is a vast field of opportunity. Publicity would be ours almost without the asking, from the press correspondents in Washington, for they could talk about a vital question of the day—that would be of great interest to their readers in every part of the country.

"Will every bookseller and publisher bear in mind that those in opposition will mightily oppose the Kelly Bill for obvious reasons? That it is therefore vitally important that members of the trade, who can, should be in Washington next May. Expense is no object for the possible gain in fair trading, with its ensuing peace and contentment to all parties concerned, even the opposition.

"Will this brief outline appeal to members of the book-trade? Will booksellers and publishers wake up, and do something for themselves? Will they get together in their respective localities, and bring in all other merchants they can, say, in the form of a petition and have the petition ready for the Convention?"

The whole situation illustrates the necessity for the enactment of such comprehensive legislation on the subject as the Kelly Bill affords. This will finally and definitely remove all questions of economic and legal doubt from the controversy and settle this question much to the belief and permanent advantage of American business.

CHARLES E. BUTLER,
Chairman of the Board of Trade of the American Booksellers' Association.

Copyright and the Irish Free State

"THE Government of Ireland Act, 1920, excludes from the legislative power of the Irish Parliaments 'Trade marks, designs, merchandise marks, copyright or patent rights,' and as the Government of Northern Ireland is constituted under this Act, it follows that the Six Counties remain part of the United Kingdom so far as the Copyright Act of 1920 is concerned," says The London *Bookseller and the Stationery Trades' Journal.*

"But the grant of Dominion status to the South and West of Ireland empowers *Dail Eireann* to make any laws it wishes on the above subjects, thus the Copyright Act of 1910 will not be applicable to the South and West.

The Copyright Act of 1710 afforded protection only in Great Britain until the Act of Union in 1801 extended the operation of the law across St. George's Channel. Between the years 1709 and 1801 many inconveniences were experienced by British authors and publishers.

"What will be the result of Dominion status for the greater part of Ireland, and of government under the Act of 1920 for the Six Counties of Ulster. In the absence of special legislation it would appear that any book or design copyrighted in Great Britain will, after the setting up of the Irish Free State, remain the copyright of the author (or other owner under the Act) in the Six Counties, but will cease to enjoy protection in the greater part of Ireland.

"These matters deserve immediate attention, and action is required to prevent the infringement of the various rights accorded by the Copyright Act of 1910.

"AMERICA for Little Historians" by Hendrik Van Loon, author of "The Story of Mankind" with pen and ink illustrations will be a serial feature of The New York *Evening Post.*

English Book-Trade News

From our London Correspondent

THERE is to be a big Book Fair at Florence, Italy, in May, June and July of this year. In the course of an excellent letter dealing with the scheme, issued by the British Italian Commercial Association, the Committee says:

The demand for British books is increasing. Dreary years in the trenches have taught young Italy to read, unknown Italian authors have now as many editions sold as only well-known writers could hope for before the war, and a great part of the pre-war demand for German books has given way to a desire for English books. If this demand has not yet become effective the fault probably lies in our insufficient knowledge of the Italian book market. The Italian wants cheap editions of our classics in paper covers, he does not want the latest book at 10s. 6d. If our publishers have stocks of our classics unbound they might with advantage offer them at the Book Fair in paper covers.

But there is also an expanding market for expensive books. Last spring foreigners visited Italy in very great numbers; the "foreign visitors" department of Government, formed in 1919, has improved traveling conveniences, and Florence will have a crowded spring season; many of that crowd, mostly English speaking Americans, will visit the Book Fair; the Italian exchange will not affect their purchase and they will be attracted by your newest books.

The tenth annual dinner of the International Association of Antiquarian Booksellers was held at the Criterion, London, on January 26th, with the President, F. W. Chaundy, in the chair. Among the guests were: Major John Hay Beith ("Ian Hay"), J. C. Squire, editor of the *London Mercury,* and Hugh Walpole.

Says a writer in the London *Daily Mirror*: John Masefield is hard at work on his official history of Haig's army. He has recently translated a play by Racine, of which he and his wife, with others, gave a private performance. He lives at "Poets' Corner," which is as near as I may go to his address, for he is a shy man—more so than Barrie—and would not thank me for "giving him away."

American students at Oxford, one of them tells me, like to go to Masefield Sunday afternoon "tea fights." The poet says nothing about poetry, but a lot about ships, fox hunting, boxing, crops, and, especially, Anglo-American friendship.

In a report of fiction best sellers that has just come to hand, we notice that in the twelve representative cities quoted, Mr. Hutchinson's "If Winter Comes," *is first on the list in every case.*

T. H. Sofield, a director of G. P. Putnam's Sons, Limited, London, is visiting America for a sojourn of a few weeks.

A titbit for the after-holiday period: "I heard," said a well-known paragraphist the other day, "that thirteen unlucky London publishers declined 'Tarzan of the Apes' before it was accepted by Messrs. Methuen."

The price of reprints is lowering. This is a good sign. But we believe it has come about by reason of the large stocks held by certain reprint publishers, and it may be that rather than lose the whole, it was wiser to turn over a sale at a minimum of profit, or at exact cost. Certainly, costs of materials that go into the making of a book have not lowered sufficiently to justify a reduction of the published prices of reprints. Moreover, it is a fact that tens of thousands of reprints have recently flooded the remainder market, and good titles at that. It is the same everywhere. With falling costs, slow tho the fall may be, it has become a necessity in *all* trades to clear out the high priced stock to make way for the new material at current prices.

"I wish my body on no account to be cremated . . . . and I beg of my friends of their charity from time to time to pray for my soul," is a direction in the will of Alexander Louis Teixeira de Mattos, the notable author and translator, formerly editor of *Dramatic Opinions.* He left £2831. He gave his ivory-knobbed walking-stick to Stephen McKenna, the author, a set of Poe's works to J. T. Grein, the dramatic critic, and Walpole letters to G. W. Russell, the well-known solicitor. There is a touch of humor, says the *Evening News,* in the gift of a book to a certain friend. He describes the book as one "which he (the friend) borrowed many years ago and has never returned." This is a new and grim joke on borrowers.

Referring to his hobby of book-collecting, Hugh Walpole at a dinner recently said he did not know when he became a collector, but he remembered that when ten years of age he had a sudden desire, almost an agony, to possess a copy of Sir Walter Scott's "The Abbot." There was a very fine copy in a bookshop in his native town, but he had not the money with which to purchase the volume. He decided to endeavor to exchange an autographed volume of his father's sermons for the coveted book. The old bookseller, on examining the book of sermons, took him aside, and gave him a little lecture on fathers, sons, and books, and then generously presented him with the copy of "The Abbot." (Cheers.)

Learning from the Customer

By Irving Allen

IN few businesses is there such a measure of discriminating taste and learning brought by the customer to the selection of goods as in the retail book business. This is at once the despair of many sales people and the opportunity of others. Probably in few other businesses is the buyer likely to be better informed on the whole about the thing he wants. This arises out of the peculiarities of bookselling, and is no reflection on the knowledge of the clerk. Anyone who can speak authoritatively in all the fields of science, literature, economics, art and other departments of knowledge that books cover is yet to be found. But it is the bookman's vocation to be interested in all these subjects and to meet partially the specialized knowledge of the well informed customer.

For the clerk may learn from specialists in a dozen fields. Especially is this true in our metropolitan cities and centers of learning where specialists are to be found browsing among books. While anyone may select their ties or stationery for them, they like to choose their books themselves. The possibility of waiting on these people without knowing who they are should compel an attitude of genuine intellectual humility on the part of the clerk. For he might be talking to Will Irwin urging the purchase of "The Next War" (as one clerk actually did) or to Booth Tarkington without guessing his identity. Imagine waiting on Christopher Morley or William McFee, and letting him slip out with hardly a word about books!

Now that is not likely to occur very frequently. Yet in every town there are exceptionally well-read persons of taste and critical ability. They are sources of information and criticism, if the salesman will only listen and indicate that he is anxious for the customer's point of view. This is not crude flattery nor obsequiousness, but springs from a desire to grow and learn. Soon the bookseller will find himself developing discrimination, good taste, and information. This singular joy is part of the bookselling game. And such an attitude on the part of salesmen would go far to lift their status before the public.

Added to these daily contacts a sustained reading of the important, influential books continually appearing together with handbooks about books such as Strachey's "Landmarks in French Literature," Chesterton's "Victorian Age in Literature," and Maurice Baring's "Russian Literature," all of which are in the *Home University Library*, would make one grow steadily in the possibilities of service and profit. The book business offers this unique opportunity of rich contacts for all who are wise enough to grasp it.

Old Books Which Hold Their Own

THE February 18 issue of the *Independent and the Weekly Review* was an Old Book Number. An interesting feature was a discussion by some of the important book publishers of the books, favorites of an older generation, which are still being reprinted because of an enduring popular demand. George Haven Putnam wrote of some of the old books on the Putnam list which are still in demand. The list included: "Tabular Views of Universal History" published by Mr. Putnam's father in 1832, and kept in print since that date with the necessary revisions by Major Putnam; the works of Washington Irving, first printed under the Putnam imprint in 1848, with some of the more important works brought into print, earlier, from 117 on; the works of Fenimore Cooper have carried the Putnam imprint since 1854. As far back as 1850, G. P. Putnam brought out the first American editions of George Barrow, still issued by Putnams. "Views Afoot" by Bayard Taylor was published in 1848 and still finds a circle of readers. In 1884 the Putnam house brought out Theodore Roosevelt's "History of the Naval War in 1812."

George P. Brett, president of Macmillan Co., records his first publication venture when he came to the firm, the publication of a book still in favor.

"The first Macmillan book with whose publication I was directly concerned was F. Marion Crawford's first novel. His uncle, Sam Ward, a well-known Washington publicist, *raconteur*, and *bon vivant*, came to buy books from me when I was a retail salesman in Macmillan and Co.'s shop down on Bond Street. One day, in the course of conversation, he said that his nephew had written a book and I must hear it read. So I went with him one evening to listen to the story of 'Mr. Isaacs.' I was enthusiastic about the book and urged the Lon-

don house to print it, being certain that we could dispose of a large edition. They took it, but very skeptically, and for the first few months the sale in America was very poor. Then in a single day, for no apparent reason, it began to go so fast that we could not keep it in stock, and quickly ran a sale of 100,000. The continued demand for his works led to the publication of a new uniform edition in 1919, called the Sorrento Edition."

John McCrae, Vice-President of E. P. Dutton & Co., after discussing titles in the *Everyman's Library* which have enjoyed a wide circulation for years, writes:

"The writer of this article feels that more good books are being written today than ever before in the history of man; and that in the years before us some of the writers now stormed at and denounced as immoral, or incapable of writing true literature will be among the immortals of this generation. Often books, like men, are ahead of the time, and the author spends his time in writing for the joy of the generations to follow. Not many years ago Samuel Butler wrote 'The Way of All Flesh.' Not so many as 600 copies were sold at that time. Some few years ago we reprinted this wonderful book. Slowly the men of our generation sensed the value of that splendid novel; and now, year after year, the book sells, one edition follows another. We have had similar experience with W. H. Hudson's 'The Purple Land.'"

Sell A Book A Minute

"IN spite of the generally admitted fact that 1921 was a non-fiction year there was quite a galaxy of big advertising campaigns over yonder in connection with certain novels," says The London *Bookseller and the Stationery Trades' Journal*. It is obviously coming to be recognized, and very quickly too, that commercial methods have got to be drawn upon if more books, and particularly novels, are to be sold. And when we use the word commercial, we do not clothe it with any theatrical or melodramatic dress. Surely it is possible to make book publicity at once efficient and far reaching, as well as tasteful. The old ideal of the severe and dull announcement must and will go. Those of us who have been watching the evolution of publishing in all its aspects, here and in America, realise that this is a definite fact. And some American publishers are facing the problem very deliberately, while here and there in England there is a glimpse of the revolution in this particular side of publishing. Concerted campaigns for the popularising of the book are all to the good, and the National Association of Book Publishers, of New York, and the American Library Associations are striding thro the country with no uncertain voice. But 'Buy a Book a Week' campaigns are ineffective, or at least only fifty per cent in operation, if there is not coordination between the organizations, and the publisher and bookseller. The 'Buy a Book a Week' slogan should be supplemented in the bookstore with 'Sell a Book a Minute.' There is just as much, perhaps there is more, responsibility on the part of the assistant to sell as there is on the part of the public to buy. And in the publishing office there should be a getting together and a frank examination of the selling methods. Certainly, the bare announcement of title, author and price, with a nicely selected bit from a good review will sell a copy or so; but what publicity should do is to sell *hundreds* of copies. Don't let us be too snobbish about the soap manufacturer's methods. We have heard it now for more than thirty years—but still he has sold his soap, made his millions, and been raised to a peerage. And why not? He has been a good citizen. On the other hand, we don't need such methods in our profession. What we do need, however, is the soap manufacturer's imagination. And it is with us; for we doubt whether any other business is staffed so completely with educated and trained minds as publishing. In America they are realising the need of a new effort to persuade the public to buy books. Of course, their field is large, and therefore the opportunity is greater.

"It is most encouraging that so many serious books, all of such brilliancy, should have been so freely bought, and this condition of current literature may surely be traced to the energetic campaigns of the publishers and the A.L.A., all of which have been so heartily backed by the bookseller. It is clear, even at this early date, that the cruse of enterprise for this year is not only going to be very full, but it is going to run completely over. Schemes, and big ones, are all ready in many cases, while others are in the making, for a big push forward in the interests of popularizing literature, and if costs of production break, as they are tending to do, 1922 should be a great year in the annals of American publishing."

Romantic Book of Etiquette

NOT that the revered "Book of Etiquette" is without romantic interest. "My dear Miss Johnson," reads a sample Invitation to the Opera, "I have been fortunate enough to obtain a box in the parquet, where the eight of us who will compromise the party will be comfortably seated."

F. P. A. in the New York *World*.

Reminiscences of a Book Scout

By Joseph Jewett Barton

VI. How Disaster Was Turned To Victory

THIS might properly be called "The Tale of the Sink, or, How Disaster was Turned to Victory."

I used to advertise in the South Brooklyn papers, those little sheets that every housewife gets to keep up on the neighborhood gossip. As an advertising medium they were quite satisfactory; I would save the replies until I had about twenty-five to thirty, arrange them in routes and then have a visiting day. Of course three-fourths of them were blanks; they evidently thought I was a junkman; in the other quarter about two would be old attics. I am very fond of old attics; not as an abiding place, I never got as deep as that into producing literature; but as repositories of relics of by-gone days, especially books and prints.

One particularly lucky day sticks in my mind; my route was south along the Fifth Avenue car line from the Atlantic Avenue station, and I stopped first on Eleventh Street, then Fourteenth, Seventeenth, and several other places but found nothing worth taking along until I got into the thirties. On one of these streets just west of Fifth Avenue a nice little old lady said she had quite a number of old books out in the woodshed and perhaps I might find something I wanted. They were of no use to her as her children had all grown up and moved away and there was only her husband and herself, and John was too tired when he came home to read anyway and she herself was getting a little old and her eyes were not what they used to be and I might as well have them as anybody else, as she was thinking she would be giving them to the hospital or the Salvation Army and one of her daughters now lived in Marietta, Ohio, and John Junior was too busy running after the girls and if I would just come out thru the kitchen if I didn't mind, it was the easiest way to the woodshed.

I didn't mind, and the woodshed was a nice, orderly, clean woodshed, too; I spent a very pleasant hour or so sorting the sheep from the goats, and gathered a few nice books. There were "Leaves of Grass" 8vo green cloth Wash. 1872, a scarce edition; the "Life and Correspondence of Paul Jones," N. Y. 1830; a bound volume of Anti-Slavery reviews and pamphlets of various dates in the thirties and forties, a number of them by Whittier; "The United States Criminal Calendar" 8vo lithographed boards, Ills. Boston 1835; a Copperhead pamphlet entitled "Narrative of Edmund Wright, His Adventures with and Escape from the Knights of the Golden Circle," 8vo Ills. N. Y. 1864. There were also several first editions of Washington Irving and J. K. Paulding. From my point of view it was quite a satisfactory woodshed and that volume of pamphlets turned out far better than I had guessed at first sight.

I could not reconcile the books with the people who owned them, so I inquired diplomatically as to their history, and it seems that John had been coachman or gardener or something, to an old Brooklyn family by the name of Barkaloo who I believe was allied to the Bergens, and the books had been given when the Barkaloo old home was sold.

I used to look at a prospect's house and its surroundings and say to myself, "there is nothing in my line here, what's the use of ringing the bell," but years have changed my views and I now say "where you expect to find them they ain't" and vice versa. All signs fail when book-hunting.

So later on this same day in a house in one of the forties I was invited to come to the cellar, and in a soap box there the only book among a lot of paper bindings by Laura Jean Libby, Garvice and Bertha Clay, was a nice copy of the first edition of the "Estray," a Collection of poems edited by Longfellow, in the original yellow glazed boards, uncut, paper label, Boston 1847. That certainly was a queer combination, and think of the anguish that book must have suffered in such company.

On Sixty-third Street, my last stop, I was shown a choice line of Colliers' publications in sets, and their owner seemed to be very much disgusted because I declined to be interested in their purchase. After she told me how much she had paid for them, that they were as good as new, and that she didn't see why I couldn't sell them, I thanked her for her courtesy in letting me look at them, and was about to bid her good afternoon, at the same time reflecting that this had not been a perfect day by a great deal.

Instead I turned to her, perhaps entreatingly, with the query: "Haven't you any other books anywhere," and she replied with a half laugh that there were a few childrens' books out in the kitchen in a cupboard under the sink.

Up on the second shelf to the northeast, out of danger from any water that might drip into the sink. I found "Liberty Tree, with the last words of Grand-father's Chair" by Mr. Hawthorne, first edition, 24mo, original black embossed cloth, with the paper label in gold and black on the side, Boston 1841. This copy evidently had not appealed to the children of its day, or later days.

I do not believe it had ever been opened, and the rare book department of one of New York's largest publishing houses had a valued woman customer who was waiting for this particular book. It is a good thing that books outside of their printed words, do not talk. Think of it! From the cubby-hole under the sink, to a velvet-lined solander case in Central Park West. Undoubtedly books have souls, and how like a Redeemer I must have seemed to many

a one. I have washed away a multitude of sins, with gasoline, alcohol, ammonia and javelle water. I have steamed, pressed and ironed. Each one of us has his niche in the world, some save men or themselves, others make love to beautiful women, and some not so beautiful; but if you or I save from the paper mill or rescue from ignorant, unappreciative hands some choice little item, rehabilitate if necessary, and send it forth again, fit to fight another hundred years, or better still, find it a good home, will we not in some sort of a book heaven get our reward

Incidentally, some do all this and reap a little reward *here.* I had a friend down in North Carolina who picked up from the janitor's sweepings of the State House at Raleigh, the Acts of the Assembly for 1751, unbound; and after he had ironed and cleaned, valued it at $500 with no desire to sell at any price. This reminds me of a story I once heard about a well-known law book dealer, who, under the pretence of being a paper dealer, even had some business cards printed to that effect; bought a carload of old Acts and Records from the janitor of another State House, and routed the car around several states so nobody could trace it, until even the Car Accountant's office thought it had left for Europe. The story runs on to the effect that the contents of that car eventually brought over fifty thousand dollars. But how does that sort of thing sound to you?

Missouri Book Week

THE plan of using the unit of a state for arousing wider interest in books has been carried thru in successful experiment by the State of Missouri. The press thruout the state showed marked interest. Of special importance in signifying the public interest in the occasion was the proclamation from the governor. This proclamation not only gave official weight to what the Committee was doing, but stated in an effective way the importance of books to every community.

GOVERNOR'S PROCLAMATION

State of Missouri *Executive Department*

WHEREAS, the prosperity and welfare of the people depend to a large degree upon education not only thru schools, but also thru Public Libraries and other agencies for the promotion of wider reading of good books, and

WHEREAS, to the end that the value of books and libraries be more generally recognized, that the citizens of the State may acquaint themselves more thoroly with the advantages and needs of public libraries and in communities without libraries that attention be given to the need for their establishment, and

WHEREAS, it is fitting, especially at the time of Lincoln's Birthday to give thought to the significance of books in the lives of men, knowing as we do the effect of good books in the life of this great American,

NOW, THEREFORE, I, Hiram Lloyd, Acting Governor of the State of Missouri, by virtue of the authority in me vested, do hereby designate the days of February 12th to February 18th, 1922, as days to be observed as Missouri Book Week, and would recommend that teachers, during this week, impress upon the children the value of good reading and that ministers bring out in their sermons the influence of good reading on the moral and civic advancement of the individual and the state.

Given under my hand and the great seal of the State at the Capitol in Jefferson City, this the first day of February, in the year of Our Lord One Thousand Nine Hundred and Twenty Two.

(Signed) Hiram Lloyd, *Acting Governor.*

By the Governor,

(Signed) Charles U. Becker,
Secretary of State.

Among the important cooperative efforts was the leading editorial in the St. Louis *Globe Democrat,* which pointed out the specific needs in Missouri for wider book distribution and emphasized the importance of the new legislation that had been passed in 1921 which was designed to permit community organization for a library.

The State Committee included V. W. Lucas of the Missouri Stores Company, Columbia, Misssouri.

Indiana is following on April 23d with an Indiana Library Week, placing the emphasis on library use of books rather than on the books themselves. The campaign, however, is putting a strong emphasis on the need of more books as well as more general support for libraries.

Scouts and Books

THE active work of Chief Scout Librarian, Franklin K. Mathiews, in interesting the Scout Executives in the various cities more keenly in the problem of boys' reading has brought forward many good results and from numerous cities have come interesting details of activities. As an example, J. A. Sessions, Scout Executive of Sault Sainte Marie, writes to the Scout headquarters:

"We have put into circulation all the booklists provided, and the bookstores report that they are practically sold out of their stock of the recommended books, and that they feel this extra publicity did a great deal of good in a business way, tho general holiday business was lighter than usual. The Carnegie Library reports more calls for these books by the boys and their parents than for any other children's books. Our effort was just a humble one, but we cannot help but feel very much pleased with the result."

Anglo-American Publishing

THE following paragraphs recently appeared in the London *Graphic,* about the ever closer relations between English and American publishers, predicting a future when English and American authors would write for this large combined public.

"Publishing houses are the business expression of literature, and some of those of England and America have sown their activities on both sides of the Atlantic: Macmillan, Longman's, Putnam, Harper and others. They go forward as they have done, and a new movement, somewhat different in character, has arisen in Anglo-American publishing. It is illustrated by the immediate news that the house of John Lane in New York has been taken over by the New York house of Dodd, Mead, which found America's winter "best seller" in Mr. Hutchinson's "If Winter Comes," (*sic!*) and that John Lane in London and Dodd, Mead in New York are to act in consort. This means a good deal in a literary way, for one firm will have the pick and choice of the other's books, as, say, the novels of Mr. W. J. Locke, which have a great vogue in America.

"Only recently Heinemann, of London, and Doubleday, Page and Company, of New York, organized themselves in the same manner. It is no secret that Hodder and Stoughton, of whom Sir William Robertson has long been the editorial chief, and George Doran, of New York, are intimately associated for transatlantic literary purposes. Once some American publishing houses thought it enough to have a representative in London, a literary man, a business man, or a man who was both. The system was simple and efficient in leisurely days, but now something more is needed to meet the keen competition for new books.

"So there grows an intimacy of the English-American book market, which will have its effect on English-American literature, because that is inevitable and good. It must tend to a closer "note" in the books of English and American writers, without hurting the national characteristics of either. Authors will know they are to be published as actively in New York as in London, in London as in New York, and instinctively they will seek a common literary denominator of subject, "note," and expression.

"By and by—who knows?—some of our enterprising publishers may be setting up branch houses in Japan, or linking up working arrangements with Japanese publishers. You see, the educated Japanese, having, for the material progress of their nation, studied English, are now good readers of books written in English. Moreover, they have their own literature, ancient and rich in achievement, and why should they not try Europe with it?"

Annual Dinner

THE Annual Dinner of the Women's National Book Association will be held on the evening of March 9th, at seven o'clock, in the Winter Garden of the Hotel McAlpin, New York.

The speakers will be Willa Sibert Cather and Hugh Lofting. E. Phillips Oppenheim will speak by wireless.

A novelty feature is promised in which Sapho, Heywood Broun, Harold Bell Wright, Charlotte Brontë and Shakespeare will tell how they would sell their books.

Those desiring to make reservations should write to Miss Edith Jackson, care of F. A. O. Schwartz, 303 Fifth Avenue, New York. Tickets $3.50 each.

A Religious Book Number

OVER a score of religious periodicals have sent word of their completed plans for a special Religious Book Week number, and one of these, the *Continent,* has already published a notable religious book issue under date of February 2nd. This number included an interesting article by Andrew C. Zenos on "Popular Leaders Among Religious Books," including a list of the six best sellers, as had been reported by the eight bookstores of the Presbyterian Board of Publication, and a list of sixty-four other books that made up the popular items in the experience of these stores. Another interesting list was a second semi-annual list of Helpful Books, made up by the faculty and students of the McCormick Theological Seminary. There is also a very pertinent article entitled "Mr. Layman, Do You Shun Religious Books? by Harry Clayton Rogers, and a strong editorial on "Teaching to Read," together with many pages of reviews of religious books.

Houghton, Mifflin Officers

AT the annual meeting of the directors of Houghton, Mifflin Company, Edward R. Houghton was elected President of the Company to fill the vacancy occasioned by the death of Mr. Mifflin.

Mr. Houghton, who is a nephew of the late H. O. Houghton, the founder of the House, lives in Cambridge. He has been connected with the Company since his graduation from Amherst College in 1893. He has more recently held the position of Managing Director of the Riverside Press, in addition to being a member of the Executive Committee of the Board of Directors.

The other officers elected were: James Duncan Phillips, Vice-President and Treasurer, and Roger L. Scaife, Clerk, which in New York law is equivalent to secretary.

Houghton Mifflin Night in Philadelphia

ON February 16th, at the Franklin Inn Club the Philadelphia Booksellers held their much heralded Houghton-Mifflin Night. The Association was genuinely appreciative of the great honor conferred upon it by the visitors from Boston. Everything possible was done to welcome them properly. There was a temperature of five degrees above, but a heavy fall of snow that was promised, failed to arrive on time to make the New Englanders feel perfectly at home. For a week all the book shop windows displayed the legend "Houghton-Mifflin Week," and the few unbookish inhabitants must have wondered what a "Houghton-Mifflin" was. Yes, there are a few unbookish people in Philadelphia; of course not so few as Boston, but still a few.

Peter Reilly, the president, presided, and after a few happily chosen words of welcome, turned over the meeting to Benjamin Ticknor. Mr. Ticknor made a short, witty speech and introduced the toastmaster, Philip S. Marden. Mr. Marden is a gentleman of genial girth and soon he had his audience chuckling and in perfect humor to enjoy the good things to follow.

Ralph Paine, the first speaker, told some stories gathered from his very rich store of personal adventures, many of which took place or had their origin in Philadelphia. It was truly refreshing to meet a fictionist who was not afraid to use some locale other than Philadelphia's thriving suburb, New York.

The author of "Roosevelt in the Bad Lands," Hermann Hagedorn, with Boswellian fidelity, told some unpublished anecdotes of the great T. R.

The program closed with Edward G. Lowry's (author of "Washington Close-ups"), impressions of the personnel of the international conference recently concluded at Washington. He brought "close up" to his hearers some of the great and near great of the Capitol. He said they were only human beings after all; "some wore low shoes and chewed tobacco, and some didn't." All felt duly grateful when he further said that it was only by the grace of God that some were booksellers instead of statesmen.

The Houghton, Mifflin party, besides the speakers, included Frank Bruce and Harrison Leussler.

F. V. M.

E. T. A. Hoffman, the German author, died June 22, 1822, and the Germans are preparing to celebrate the hundredth anniversary of his death. A tablet was recently unveiled on the house in which he was born at Konigsberg.

An Uncorrected Galley

HEARD IN THE BOOK DEPARTMENT

She: (reading the sign "Applied Psychology") Wait, what's that—"Applied Sickology."

He: Aw, come on. You ain't sick!

He: (reading title "How to Enter the Silence") Say that's great! I'll buy it for you!

She: Don't be so smart—better get it for your mother.

WONDERS OF THE WEST

"Watched by Wild Animals"

By Enos Mills. Doubleday-Page

Gaunt grizzly bears by snow-fed founts,
Hungry coyotes on snow-clad hills,
Lank lions and lithe catamounts
Slink slyly after Enos Mills.

Yet no lean brute makes bold to lunch
On Enos Mills, tho hundreds follow;
These canny beasts may have a hunch
His stories would be hard to swallow.

KEITH PRESTON in the
Chicago *Daily News.*

A Best Seller

As the boy who tended the newsstand was absorbed in reading a book, I hunted around until I found the magazine I wanted and then approached him. When I spoke to him he did not raise his eyes from the page but held out his hand for the coin and dropped it automatically into the till. I said:

"Where's the change?"

"What did you get?" he replied, still without looking up.

I told him.

"How much is it?" he asked.

I said I did not know.

"Can't you read it on the cover?" he inquired crossly.

Thus admonished I searched the cover until I found the price mark tucked away in the hair of the pretty girl picture. When I told the newsdealer he tossed the change over the counter. One of the coins rolled on the floor, but I recovered it while the boy read on.

Curious to learn the nature of the book he was reading I glanced over his shoulder at the title.

It was called "The Science and Art of Salesmanship."

Rubber In Paper Making

A NEW process in paper making has apparently been discovered according to Vice Consul Wade Blackard, stationed at Singapore. This is the use of latex rubber in paper making. The process is recorded in the New York *Times*.

"The discovery of the process, which has been patented, is attributed to Frederick Kaye. It is claimed for the discovery, according to Mr. Blackard, that it will not only reduce the cost of paper making materially and simplify paper making methods, but that it will greatly improve the quality of the product. 'For example,' Mr. Blackard goes on in a report to the Department of Commerce.

'Experiments were made to show that with an ordinary fibre made into a paper containing one-tenth of 1 per cent. of rubber the product had a folding number of 5,000 to 6,000 and a tensile strength of two or three times that of the same material made without rubber. With a rubber content of about 75-100ths of 1 per cent. the folding number reached 14,500, while the same paper made in the usual manner had a folding number of 30.

'Another fibre, beaten for half the usual time and made into a paper containing 1 per cent. of rubber, had a folding strength number of 72,500 and a tensile strength of 87 pounds for a strip one inch wide. This is equal to 6,600 pounds per square inch, or about twice the strength of a well-vulcanized rubber compound, such, for example, as is used in tires. The bursting strength was about 40 pounds for a thickness of one-tenth of a millimeter.' "

Printing in England

"Lithographers, printers, and binders have enough to do for the present, but they regard the future with some anxiety," says the Leipzig correspondent of the *Manchester Guardian*. "Prices are uncertain, and it is very difficult to get paper. The paper mills cannot work much. Either they have no coals or, on account of the dry summer, no cellulose. Export business, which is so important for the lithographic industry, is very limited at present, especially with England since the anti-dumping legislation. The countries at our eastern frontiers and Russia can hardly be thought of; neither Austria, on account of the exchange. Switzerland and France have passed strict laws against imports, and so the Northern countries are the only ones which can be taken into consideration."

JOHN LANE, LTD., of London, reports that the limited edition of "Jurgen," 3000 copies, issued last November, has been completely sold out.

DOUBLEDAY, PAGE & Co. have just published an attractive series bound in lambskin, *The Lambskin Library*, at the extraordinary price of $.90 a volume. Twenty-five titles have so far been announced, and of these, fourteen are now ready.

A Book List on Japan

THE problems of the Pacific and the Far Eastern nations, which has been so much to the front in the political world, is, of course, of continuing interest always in the field of church and missionary endeavor, and no group is more conscious of the importance of the recent Conference and of the decisions made, as a failure to settle to some extent, at least, the problems of the Far East would be a signal failure for progressive Christianity.

The Federal Council of Churches has issued a special pamphlet on the problems of the Pacific and the Far East to be used by study classes, and in connection with the pamphlet they present a reference list of what they consider the best books for the study of Japan. This list is as follows:

"The Development of China;" "The Development of Japan," both by K. S. Latourette, $2.50 and $1.50. Houghton Mifflin, and Macmillan, respectively.

"The New Map of Asia," by H. A. Gibbons, $3.00, Century Co.

"China, Captive or Free," by Gilbert Reid, $3.00, Dodd, Mead.

"What Shall I Think of Japan?" by George Gleason, $2.25. Macmillan.

"Japan and the Far East Conference," by Henry W. Taft, $1.00, Macmillan.

"Must We Fight Japan?" by W. B. Pitkin, $2.50, Century.

"America's Stake in the Far East," by Chas. H. Fahs, $1.35, Association Press.

"American Japanese Relations," by Sidney L. Gulick, $0.25, Federal Council of Churches.

"The American Japanese Problem;" "American Democracy and Asiatic Citizenship," both by Sidney L. Gulick, respectively $2.50 and $2.25, Chas. Scribner's Sons.

"Japan and World Peace," by K. K. Kawakami, $1.75, Macmillan.

"What Japan Thinks," by K. K. Kawakama, $2.00, Macmillan.

"The Real Japanese Problem," by K. K. Kawakami, $2.00, Macmillan.

"What Japan Wants," by Y. S. Kuno, $1.00, Crowell.

"Japan and the California Question," by T. Iyenaga, $2.50, Putnam.

"California and the Japanese," by K. Kanzaki, $0.50, Japanese Association, 444 Bush Street, San Francisco.

The Booksellers' Convention

THE Washington Convention, the plans for which are now rapidly being completed, will offer many attractions because of its being held in the national Capitol, and the Committee is endeavoring to lay its plans so that full advantage of this can be taken by the delegates. Instead of beginning, as usual, on Tuesday, the sessions open on Monday, May 8th. There is entertainment planned for every evening, and all day Thursday is to be a play day, the final executive session being finished on Wednesday afternoon.

The Committee on the Program lays emphasis on the fact that there will be a great deal of practical discussion from the floor after some topic of current interest has been presented. The Committee on Entertainment is especially anxious that the Convention shall be self-supporting, and there will be a fee of ten dollars covering not only the banquet, as has usually been the case, but the other entertainment expenses as well. This will provide a fund for the local committee to work with that has not heretofore existed.

A French Book-Trade Catalog

A VERY interesting catalog for the use of French booksellers has just been issued from the Office Pour La Propagation du Livre Français, 117 Boulevard Saint-Germain, Paris. This catalog is intended to supply booksellers with a list that they can put in the hands of their customers, giving the names of the principal works which are for sale in the French bookstores, arranged under subject classification and indexed by title. The first volume at hand covers fiction; memoirs and letters; essays and miscellanies; poetry; and the theater. The catalog is 5½ x 7½ inches in height, gives the price of the book and the publisher's name in code; this code to be only known to the bookseller so that the person to whom the catalog is given by him will not order direct from the publisher.

The introduction states that this first list includes only works written in French that offer literary interest, and, while it does not claim to be exhaustive, aims to include every work of acknowledged merit or undoubted notoriety which is now in the stock of French booksellers. The books included are those from the date of 1800 up to the year 1920. Part 2 of the catalog will include French classic literature up to the year 1800, ancient and Eastern literature and modern literature of other countries. It will also include books on literary criticism and the history of literature. This catalog would be of great value to American libraries for booksellers who would like to have in compact form a reference list of the available literature of France. The price of each section is 2 francs. After the publication of these two sections on literature, there will be other lists; history and geography; fine arts; science and technology; law, philosophy and religion; practical information; pedagogy; books for children.

Worth All thou Hast

THAT the question of book prices and book values is an old one is very interestingly evidenced by a quotation from Richard de Bury's "Philobiblon" which has been pointed out by a subscriber. Richard de Bury died in 1345, but his work is still beloved among all who read or handle books. "Philobiblon" was first printed at Cologne in 1473, and the first English edition, in 1598-99.

WHAT WE ARE TO THINK OF THE PRICE IN THE BUYING OF BOOKS

From Chapter Three of De Bury's Philobiblon, E. C. Thomas translation.

From what has been said we draw this corollary welcome to us, but (as we believe) acceptable to few: namely, that no dearness of price ought to hinder a man from the buying of books, if he has the money that is demanded for them, unless it be to withstand the malice of the seller or to await a more favorable opportunity of buying. For if it is wisdom only that makes the price of books, which is an infinite treasure to mankind, and if the value of books is unspeakable, as the premises show, how shall the bargain be shown to be dear where an infinite good is being bought? Wherefore, that books are to be gladly bought and unwillingly sold, Solomon, the sun of men, exhorts us in the Proverbs: Buy the truth, he says, and sell not wisdom. But what we are trying to show by rhetoric or logic, let us prove by examples from history. The archphilosopher Aristotle, whom Averroes regards as the law of Nature, bought a few books of Speusippus straightway after his death for 72,000 sesterces. Plato, before him in time, but after him in learning, bought the book of Philolaus the Pythagorean, from which he is said to have taken the Timæus, for 10,000 denaries, as Aulus Gellius relates in the Noctes Atticæ. Now Aulus Gellius relates this that the foolish may consider how wise men despise money in comparison with books. And on the other hand, that we may know that folly and pride go together, let us here relate the folly of Tarquin the Proud in despising books, as also related by Aulus Gellius. . . . What did this Sibyl teach the proud king by this bold deed, except that the vessels of wisdom, holy books, exceed all human estimation; and, as Gregory says of the kingdom of Heaven: They are worth all that thou hast?

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper

CHARLES CALDWELL DOBIE

THE February 16th meeting of the Women's National Book Association could well have been called "California Night," for beside the two speakers, Charles Caldwell Dobie, and Ruth Comfort Mitchell, there were several members present from the "golden state." It was probably the liveliest meeting which has been held in some months, inasmuch as the discussions ran from the writing to the advertising and selling of books.

Alice Duer Miller, who was scheduled to speak, found that she could not be present at the last moment and her place was very ably filled by Ruth Comfort Mitchell (Mrs. William Sanborn Young), author of "Play the Game" (Appleton).. "The Night Court and other Poems" (Century), and a new book, just off the press, "Jane Journeys On" (Appleton).

Miss Mitchell, brought with her the breath of the out-of-doors, as her personality is such as one would know at once that she has been identified with the great open spaces of the mountains. She told of her work and of the little cabin in the Monterey country along the Sur River, in which she does her writing, and she spoke also of her hopes for the future.

Charles Caldwell Dobie, author of "Broken to the Plow" and "The Blood Red Dawn" (Harper), a San Franciscan, devoted much of his talk to the present school of novel writing, which held the theory that an author ought to write autobiographically and have a certain spirit of propaganda. His discussion was simple, and charmingly unaffected and filled with rich quotations from various authors to shed light on the vexed questions for the writer who was just beginning to feel his way. He stated that the novelists of today lacked a sense of repose, and the art of suggestion. He stated that in his opinion Dostoievski and Turgenev show a perfection of technique and great sense of repose. Mr. Dobie then entered whole-heartedly into the discussion of correct advertising for books, and as to which was the wisest way to get a book to sell as was shown in the case of "Main Street" and "Brass." Everyone present seemed to have ideas on the subject and stated that they knew at once by the sales of certain books if the advertising was "pulling."

During the business meeting, which followed the speaking, Winifred Stuart Gibbs, author of "The Minimum Cost of Living" (Macmillan), and "Economical Cooking" (Cupples & Leon), presented to the members a plan for the nationwide campaign for increasing the sale of books thru the Women's National Book Association, by which the Association would have "at the end of a year accurate information of conditions and accomplishment for every town and rural district in the United States." While every one present thought well of the plan as a whole, there was present with every one a feeling that the plan as drawn, was much too elaborate for an organization so young and still comparatively small, and Miss Gibbs was asked to draw up other plans, which would meet the immediate needs of the Association, as the members felt that the Association was not yet strong enough to hold mass-meetings in cities and small towns over the United States, which formed part of the outline.

The Cosmopolitan Book Corporation presented to each member a copy of "The Go-getter" by Peter B. Kyne.

At the dinner of the Bookseller's League, in New York, on February 15th, Ralph Wilson, president, paid a high compliment to Bessie Graham and the classes in bookselling which she is conducting at the New York Public Library, and at which her book, "The Bookman's Manual (R. R. Bowker Co.) is being used as a textbook. Mr. Wilson spoke very highly of this course in general and of its value to all booksellers.

All plans are now made for the annual dinner of the Women's National Book Association, which is to be held this year in the Winter Garden (24th floor) of the Hotel McAlpin on March 9th. There are to be only three speakers, and all of them known wherever books are sold: Willa S. Cather, E. Phillips Oppenheim, who has just arrived in America, and Hugh Lofting, author of "Dr. Doolittle" (Stokes). After the speaking there is to be produced a novelty directed by Madge Jenison and Belle M. Walker called "Sellophones," written by Ethel R. Peyser, which are records of Sappho, Heywood Broun, Shakespeare, Charlotte Brontë and Harold Bell Wright. This wonderful new invention will be demonstrated by Alexander Black.

Tickets for the dinner may be obtained from Edith Jackson, care of F. A. Schwartz, 303 Fifth Ave., New York, at $3.50 each.

Dean of American Booksellers

WHEN E. P. Dutton reached his ninety-first birthday in January, the PUBLISHERS' WEEKLY celebrated that event by some account of the life of that veteran publisher, certainly the dean of the American publishing trade. If a dean of booksellers were to be chosen, the honor must fall to Timothy Nicholson of Richmond, Indiana, who has passed the ninety-third year and still goes daily to his bookstore, now conducted by his sons, Thomas and John, tho Mr. Nicholson himself still buys the Bibles and other religious books. He also finds time and energy to attend to a large variety of social and civic duties.

Timothy Nicholson was born on a farm in North Carolina in 1828 of Quaker parents. He attended a Friends' Academy near his home and from 1847-1848 a Friends' High School in Providence, R. I. He was later a principal of the North Carolina Friends' Academy and afterwards an instructor in the Friends' College at Haverford, Pa. In 1860, he and his younger brother opened a bookstore in Richmond. This firm antedates even the well-known firm of McClurg, and is one of the oldest firms under its original name in the state of Indiana.

When in 1874 the book-trade convention met in Cincinnati the American Book-Trade Union was formed by the retailers of the middle west, the earliest American publishers' association, under the presidency of a middle westerner, Isaac B. Aston. Timothy Nicholson was one of the founders of the new organization and was elected its first Treasurer. The Book-Trade Union had but a brief career of a few years; Timothy Nicholson is its only surviving leader.

Mr. Nicholson has always been devout and active in religious affairs. He has occupied every office in the Friends' Church except that of preacher. When in 1877 the first general conference of Friends in America was held in Richmond, Mr. Nicholson was made the Chairman of the Committee on Arrangements. These conferences have been held every five years in Richmond or in Indianapolis, and Mr. Nicholson has always been a delegate to them. When the Indiana Friends celebrated their one hundredth anniversary, Mr. Nicholson presided at the centennial services. For forty-nine years he was a trustee of Earlham College of Richmond and for thirty years member and Secretary of its Financial Board.

Mr. Nicholson has been equally interested in state and social betterment. For six years he was a trustee of the Indiana State Normal School, appointed by two governors, and for nineteen years he was a member of the Indiana Board of Charities, receiving his appointment from six governors, both Republican and Democratic. This service on the Board of Charities he performed without salary, visiting and inspecting state and county institutions, attending meetings of board, state and national conferences and prison associations. In 1908, when Mr. Nicholson was in

TIMOTHY NICHOLSON

his eightieth year, he resigned this office, and the leading citizens of the state celebrated his birthday and expressed their appreciation of his devoted and faithful work by giving a banquet in his honor. Mr. Nicholson has always taken an active interest in the Social Service Bureau of the Y. M. C. A. When the Indiana Anti-Saloon League was organized in 1898, he was chosen President and has continued to hold that office ever since.

When the *Oxford Bulletin* wrote up an account of the remarkable career of Mr. Nicholson a few years ago, it was said, "He is certainly the grand old man of the book-trade."

Communications

"VISITORS WILL BE WELCOMED"

London, Feb. 4, 1922.

Editor, PUBLISHERS' WEEKLY:

It would be very useful to English publishers if they could know beforehand of the visits of American publishers and the approximate time they expect to arrive. *The Publishers' Circular,* 19 Adam St., Strand, London, W. C.2 would be glad to publish such announcements.

R. B. MARSTON,
Editor of Publishers' Circular.

Periodical

THE BOOKMAN has now reached a circulation of over 20,000 copies per month, according to the latest announcement from Geo. H. Doran & Co.

DOUBLEDAY, Page & Co. are launching a new monthly periodical with the May issue published on April 15 to be called *The Radio Broadcaster.*

The International Interpreter, published by the Interpreter Publishing Corporation, of which John R. Watts is general manager, will begin publication in New York not later than the first week in April. Frederick Dixon, who recently resigned as editor of *The Christian Science Monitor,* will be editor. It is stated that the new weekly will have no political, financial or sectarian interests and will review world affairs from an impartial standpoint.

THE WORCESTER *Evening Gazette* is now carrying book reviews on its editorial page twice a week, written by Edward N. Prall, formerly on the New York *Sun* and recently with the *Chatauquan.*

BEGINNING with the March issue, now on sale at the news-stands, Norman Hapgood becomes the editor of *Hearst's International.*

SEWARD B. COLLINS, a columnist of real cleverness, is conducting a colyum, "The Eagle Eye," in the Brooklyn *Daily Eagle.*

Personal Notes

CHARLES E. CURTIS is to be manager for S. D. Siler Co., of New Orleans, La.

WALTER DIVEKEY, formerly with Marshall Field & Co., will represent Albert Whitman & Co. in Chicago and the middle west, in place of Charles E. Curtis.

IVAR N. THYBERG for four years connected with the book department of R. H. White Co., Boston, has accepted a position as Buyer of Books and Stationery of the Emery, Byrd & Thayer Company, Kansas City.

IN MIDDLETOWN, CONN., January 28th, Miss Ruth A. Smith, lately with G. & C. Merriam Co., was united in marriage with Alfred E. Knight, buyer for H. & W. B. Drew Co. of Jacksonville, Fla. Miss Smith was formerly in the New York Library and later with the Middletown Library. Mr. Knight has been connected at various times with Copp Clark Co., Toronto, Purdys, Galveston, Pittsburgh News Co., Smith & Butterfield, Evansville, and now with the Drew Co.

Business Notes

BOSTON, MASS.—H. P. Preston and Mary D. Randall have purchased The Studio Bookshop, 198 Dartmouth Street. The name will remain unchanged. The stock carried will be of a general nature, with especial emphasis on poetry and drama.

CHICAGO.—A. E. Byrne has sold his entire interest in the Bargain Book Store, 520 South State Street, and the store is now conducted by T. C. Knight and Jorgen Holdt, who has assumed all obligations of the store.

HOUSTON, TEXAS.—After five years at 1109 Capitol Avenue, the Book Exchange and Art Shop has moved to more commodious quarters at 416 Fannin St. The shop has added several new lines of business.

NEW YORK CITY.—Baker & Taylor Company has added this month four thousand square feet in its floor space by taking over more room adjoining its old quarters on the ninth floor. This now gives it two floors complete and provides more room for the business departments as well as a more commodious sample room. Baker & Taylor has been in its present quarters at Fourth Avenue and Twenty-Sixth Street for seven years, and in this time its floor space has more than doubled, and its personnel increased by one hundred per cent.

PALO ALTO, CAL.—The Sequoia Book Shop, will open this month under the management of G. C. Miller who was for over six years in charge of the Stanford University Bookstore.

PHILADELPHIA.—"The John C. Winston Company of Philadelphia, has purchased from W. E. Scull the entire building at 1006 Arch Street, where its offices and printing and binding plant have been housed for many years. Mr. Scull is one of the stockholders of the company."

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Alder, W. F.

The isle of vanishing men; a narrative of adventure in cannibal-land; il. with photographs by the author. 184 p. front., pls. D c. N. Y., Century $2

The adventures of the author in the interior of New Guinea among the wild men, where he studied the strange customs, and secured first hand information about cannibal practices.

Anderson, George Wood

Unfinished rainbows and other essays. 188 p. D [c. '22] N. Y. & Cin., The Abingdon Press $1.25

Partial contents: Unquarried statues; The unlocked door to truth; Weaving sunbeams; The wisdom of the unlearned; Modern Judases; The dignity of labor; The rosary of tears.

Anderson, Melville Best, tr.

The Divine comedy of Dante Alighieri; a line-for-line version in the rime form of the original. 449 p. il. O [c. '21] Yonkers, N. Y., World Bk. Co. $4; [also limited de luxe ed. $20.00]

Baker, Elizabeth

Partnership; a comedy in three acts. 109 p. il. plan D (French's acting edition, no. 2600) [c. '21] N. Y., S. French pap. 35 c.

Beebe, William i.e. Charles William

A monograph of the pheasants; in 4 v., [v. 1-2-3 now ready] various paging (bibl.) il., pls., (part col.), maps '21 N. Y., New York Zoological Society, 185th St. & Southern Blvd. $250 set.

Begbie, Harold

The ways of laughter; a comedy of interferences. 8+295 p. D c. N. Y., Putnam $2

The story of a cheerful barrister who finally convinces a morose philosopher and his unhappy daughter of the real place of humor in the universe.

Berry, Elmer

The forward pass in football. 4+25 p. diagrs. O c. '21 N. Y., A. S. Barnes & Co. 30 Irving Pl. pap. 50 c.

Best, William Newton

Burning liquid fuel; a practical treatise on the perfect combustion of oils and tars, giving analysis, calorific values and heating temperatures of various gravities; with information on the design and proper installation of equipment for all classes of service; [rev. and enl. edition.; foreword by Rear Admiral John R. Edwards, U.S.N.] 341 p. tabs., charts, plans, il., pls., diagrs. '22 c. '13-'22 N. Y., U. P. C. Book Co, 243 West 39th St. $5

The first edition was published by the author in 1913 under the title "Science of burning liquid fuel."

Binyon, Gilbert Clive

The Christian faith and the social revolution. 6+88 p. D '21 N. Y., Macmillan $1.40

Bishop, Louis Faufères

Arterial sclerosis; a consideration of the prolongation of life and efficiency after forty; [new ed.] 11+383 p. pls., il. O '22 N. Y., Oxford University Press $4.25

Formerly published in 1915 under title "Arteriosclerosis." Has been out of print for some time.

Bishop, Mildred C., and Robinson, Edward Kilburn

Practical map exercises and syllabus in ancient history. 31 p. maps O c. '21 Bost., Ginn pap. 56 c.

Blades, William C.

Negro poems, melodies, plantation pieces, camp meeting songs, etc. 168 p. D [c. '21] Bost., Badger $1.50

Blashfield, Evangeline Wilbour [Mrs. Edwin Howland Blashfield]

Manon Phlipon Roland; early years; il. with pors. and views; [introd. by Edwin Howland Blashfield.] 15+383 p. front. (por.), pls. pors. O c. N. Y., Scribner $3.50

A record of the beginning of the public career of Mme. Roland.

Arnold, Joseph Alfred, ed.

Arnold's guide for New York business corporations, including business corporations laws (including co-operative corporations), General corporation law, and all provisions affecting corporations embraced in the state constitution, Tax law, Penal law, Labor law, Debtor and creditor law, General business law, Personal property law (including the "Uniform stock transfer act), Lien law, Negotiable instruments law, Real property law, Executive law, General construction law, Civil practice act, New York city court act, Surrogate's court act, Justice court act, Municipal court code, Code of criminal procedure; and tabs. of fees, expenses and franchise taxes; 7th ed., rev. and enl., with notes and forms. 38+543 p. O '21 N. Y., Baker, Voorhis & Co. buck. $5

Boraas, Julius
Teaching to think. 11+289 p. (4¼ p. bibl.) tabs., il. D c. N. Y., Macmillan $1.60
Partial contents: The greatest thing in teaching; The development of individual judgment; The development of initiative in thinking; Mental alertness as a measure of efficiency in thinking.

Bouvier, E. L.
The psychic life of insects; tr. by L. O. Howard. 16+377 p. diagrs. D c. N. Y., The Century Co. $2
A study in the behavior of insects.

Box, George Herbert, and Gore, Charles, bp. of Oxford
Divorce in the New Testament; a reply to Dr. Charles. 61 p. D '21 N. Y., Macmillan 75 c.

Brown, Charles Reynolds
Lincoln the greatest man of the Nineteenth century. 77 p. D c. N. Y., Macmillan $1
A study of Lincoln and of the difficulties that confronted him during his administration, together with stories of his tact in handling some situations of the war days.

Browne, Edith A.
Rubber; containing 24 pages of il. from photographs; 2nd edition. 8+88 p. D (Peeps at industries) '20 N. Y., Macmillan $1.50

Bruno, G., pseud. [Mme Alfred Fouillée]
Le tour de la France par deux enfants; abridged and ed. with notes, exercises, French questions and vocabulary by E. A. Whitenack. 8+228 p. front., pls. S [c. '22] Bost., Allyn & Bacon 80 c.

Buchanan, Estelle Denis Fogel [Mrs. Robert Earle Buchanan], and Buchanan, Robert Earle
Bacteriology for students in general and household science; rev. edition. 17+560 p. il., fold. chart, diagrs. D c. '21 N. Y., Macmillan $2.60
First published under title: "Household bacteriology" in 1913.

Burns, Cecil Delisle
Whitehall. 78 p. O (The world of today ser., v. 14) '21 N. Y., Oxford University Press $1

Caine, William
Mendoza and a little lady. 342 p. D c. N. Y., Putnam $1.75
A humorous story of the studios.

Carr, Cecil Thomas
Delegated legislation; three lectures; [delivered at Cambridge in April, 1921.] 72 p. D '21 N. Y., Macmillan $2.50

Carrington, Philip
Christian apologetics of the second century in their relation to modern thought; [the Hulsean prize essay, 1917.] 154 p. D '21 N. Y., Macmillan $3

Church, Arthur L.
The training of a secretary. 193 p. front., pls., pors. D (Lippincott's training ser.) c Phil., Lippincott $1.75
Partial contents: The secretary in literature; Taking the minutes; Filing room and library; The social secretary; Famous secretaries and their careers.

Clarke, John Mason
Life of James Hall of Albany, geologist and palaeontologist; 1811-1898. 565 p. pls. O '21 Albany, N. Y., S. C. Bishop, 2 High St. $3.70

Cleanthes
The hymn of Cleanthes; Greek text tr. into English; with brief introd. and notes by E. H. Blakeney. 16 p. S (Texts for students, no. 26) '21 N. Y., Macmillan pap. 20 c.

Cobb, Walter F.
Graded outlines in hygiene. 214 p. O c. Yonkers, N. Y., World Bk. Co. $1.50

Cronau, Rudolf
The discovery of America and the landfall of Columbus. The last resting place of Columbus; two monographs, based on personal investigations; with reproductions of maps, inscriptions and autographs, and of original drawings by the author. 89 p. il., maps, facsms. O c. '21 N. Y., [Author], 340 East 198th St. $5.00 [300 copies]

Cross, George
Creative Christianity; a study of the genius of the Christian faith. 164 p. D '22 N. Y., Macmillan $1.50

Dalliba, Gerda
Poems; with an introd. by Edwin Markham. 13+119 p. D '21 N. Y., Duffield $2

Davidson, William Leslie
Recent theistic discussion; the twentieth series of Croall lectures. 11+240 p. D '21 N. Y., Scribner $2.25
Partial contents: The concepts "religion" and "theism"; Reflective common sense—"Inevitable beliefs": Arthur James Balfour; Natural theology and the schools of thought.

Desmond, Shaw
Labour; the giant with the feet of clay. 12+251 p. O '22 N. Y., Scribner $3.50
Partial contents: The man on the soap-box; Leaders and led; The brain of labour; Socialist unity; Press and propaganda; Labour and war; Labour at the cross-roads; Problems facing the rising democracy.

Brooks, Neil Conway
The sepulchre of Christ in art and liturgy; with special reference to the liturgic drama. 110 p. O (Studies in language and literature, v. 7, no. 2) [c. '22] Urbana, Ill., University of Illinois pap. $1.50

Burchard, Ernest Francis, and Davis, Hubert W.
Iron ore, pig iron and steel in 1920; Mineral resources of the United States, 1920—pt. 1, pub. Jan. 23, 1922. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Clark, Glenn W.
Self-cultivation in extemporaneous speaking. 26 p. D '21 St. Paul, Minn., Minnesota Alpha Chapter, Pi Kappa Delta, Macalester College 25 c.

Cushman, Robert Asa
North American ichneumon-flies of the genera clistopyga and schizopyga. 14 p. O (No. 2399; from the Proceedings of the U. S. Museum, v. 60, art. 4) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Doughton, Isaac

Preparing for the world's work; a text-book in prevocational civics. 19+223 p. (2¼ p. bibl.) il., pls. D [c. '22] N. Y., Scribner $1

For teachers and social workers in community centers.

Doyle, Francis X.

The home world; friendly councels for home-keeping hearts. 192 p. O '22 N. Y., Benziger Bros. pap. 25 c.; $1.25

Edgar, Henry Copp

A minimum course in rhetoric. 12+450 p. facsms., forms D c. N. Y., Century $1.50

A textbook for use in upper high school grades, covering everything that might be required in a high school rhetoric course. The author is instructor of English at the Hill School, Pottstown, Pa.

Eliason, Eldridge Lyon

Practical bandaging, including adhesive and plaster-of-Paris dressings; 2nd ed., revised; with 163 original drawings and photographs. 14+126 p. D (Lippincott's nursing manuals) [c. '14-'21] Phil., Lippincott $1.75

Emerson, Charles Phillips

Clinical diagnosis; a text-book of clinical chemistry for medical students, laboratory workers, and practitioners of medicine; 5th ed., entirely rewritten and reset. 30+726 p. il. (part col.), col. pls., diagrs. O [c. '21] Phil., Lippincott $7.50

Eusebius Pamphili, bp. of Caesarea

The proof of the Gospel, being the Demonstratio evangelica of Eusebius of Caesarea; [ed.] by W. J. Ferrar; 2 v. various paging D (Translations of Christian literature; ser. 1, Greek texts) '20 N. Y., Macmillan $10

Evans, Joan

English jewellery; from the Fifth century A.D. to 1800. 168 p. il., pls. F c. N. Y., Dutton bds. $20

Fawcett, Harold W., and Hooper, Geoffrey W. W., eds.

The fighting in Jutland; abridged ed.; the personal experiences of forty-five officers and men of the British fleet; with forty-five photographs and numerous plans and illustrations; il. by a naval officer. 15+231 p. il., pls., map, diagrs. (part fold.) O '21 N. Y., Macmillan $8

Federal Trade Information Service

Federal taxes for 1921, the Revenue law of 1921, public no. 98 [H. R. 8245] elucidation of the law, indexed. 5+127 p. O c. '21 N. Y., Federal Trade Information Service, 175 5th Ave. pap. 75 c.

Fetter, Frank Albert

Modern economic problems; 2nd ed., revised. 611 p. maps tabs. diagrs. O (Economics, v. 2) '22 c. '16-'22 N. Y., The Century Co. $2.75

Finck, Henry Theophilus

Gardening with brains; fifty years' experiences of a horticultural epicure. 12+270 p. front. (pors.) O c. N. Y., Harper $2.50

A guide for lovers of choice flowers and juicy vegetables.

Fink, Leo Gregory

Father Stommel, the church builder; [prologue by Peter Masson.] 186 p. front. (por.), pls., pors., map D [c. '21] Phil., Peter Reilly, 133 N. 13th St. $2

A biography of Faher Stommel, together with the story of his work in and around Philadelphia where he established many churches of the Roman Catholic faith.

Paul, hero and saint. 239 p. il. map D [c. '21] N. Y., The Paulist Press, 120 W. 60th St. $2

Flagg, Mildred Buchanan

Community English; a book of undertakings for boys and girls. 16+266 p. (5½ p. bibl.) front. (por.) facsms. D c. '21 N. Y., Macmillan $1

Partial contents: Letter-writing; Business letters and telegrams; The making of booklets; The use of reference books; Memory training; Games and contests; Telephone conversations; Verse-making; The study of a literary masterpiece.

Foakes-Jackson, Frederick John

An introduction to the history of Christianity, A. D. 590-1314. 9+390 p. O '21 N. Y., Macmillan $4

Forbes, Anita P., ed.

Modern verse; British and American. 297 p. O c. '21 N. Y., Holt $1.24

A text-book with the poems divided into sections: The sea; The city; The country; War; Children and home; Friendship and love; Thought and fancy.

Dickens, Charles

Dickens' A Christmas carol; abridged by Mabel Mason Carlton. 16 p. O [c. '21] Bost., John Hancock Mutual Life Insurance Co.

Dietz, Frederick C.

English government finance, 1485-1558. 245 p. O (Studies in the social sciences, v. 9, no. 3) '22 Urbana, Ill., University of Illinois pap. $2.25

Emmel, Victor E.

The BNA.; arranged as an outline of regional and systematic anatomy. 227 p. il pls. O (Syllabus series) c. '21 Berkeley, Cal., University of California $3.75

Erdman, Frederick

The control of the circulation by physiological methods . 12+280 p. (2 p. bibl.) il. pls. diagrs. O '21 Germantown, Pa., F. Erdman priv. pr.

Eye Sight Conservation Council of America

Eye conservation in industry; part of the study of Waste in industry conducted under the auspices of the Federated American engineering societies. 29 p. O (Eye-sight conservation bull. 1) [c. '22] N. Y., Eye Sight Conservation Council of America, Times Bldg. pap. 25 c.

Fleming, Mrs. Vivian Minor

Historic periods of Fredericksburg, [Va.]; from 1608-1861. 35 p. O '21 Fredericksburg, Va., [Author], 503 Hanover St. pap. 50 c.

Follansbee, Robert

Some characteristics of run-off in the Rocky Mountain region; contributions to the hydrology; pub. Jan. 21, 1922. various paging charts tabs. O (Dept. of the Interior; U. S. Geol. Survey; Water-supply paper 500-C) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Foster, Robert Frederick

Foster's skat manual; [3rd ed.] 15+194 p. il. D [c. '06-'22] N. Y., Dutton $2

Freeman, John

The red path and The wounded bird; [two poems]. 30 p. O '21 Cambridge, Mass., Dunster House, 26 Holyoke St. bds. $2.50

Fucito, Salvatore, and Beyer, Barnet J.

Caruso and the art of singing; including Caruso's vocal exercises and his practical advice to students and teachers of singing. 219 p. front. (por.) pls. pors. music il. O [c. '22] N. Y., Stokes $3

A description of Caruso's study methods, including every exercise he actually used. The authors were the singer's coach and accompanist.

Gabriel, Ralph Henry

The evolution of Long Island; a story of land and sea. 194 p. (2 p. bibl.) front. (fold. map) O (Yale historical pub., Miscellany, 9) '21 New Haven, Conn., Yale University Press $2.50

Greenwood, Sir Granville George

Ben Jonson and Shakespeare. 60 p. D ['21] Hartford, Conn., Edwin Valentine Mitchell, 27 Lewis St. bds. $1

Harrison, Francis Burton

The corner-stone of Philippine independence; a narrative of seven years; il. with photographs. 8+343 p. front. (por.) pls. pors. O c. N. Y., The Century Co. $3

Partial contents: The Filipino race; Earlier years of American occupation; The American garrison in the Philippines; Incidents of war times;. Filipino loyalty during war time; The new Filipino government; New ventures in commerce and finance; The independence of the Philippines; The Japanese "menace"; Effect of the American policy in the Philippines upon the European masers of Asia. The author was formerly Governor-General of the Philippines.

Harrison, William Henry, jr.

Colored girls' and boys' inspiring United States history, and a heart to heart talk about white folks. 254 p. front. (por.) D [c. '21] Bethlehem, Pa., [Author], 820 Wyandotte St. pap. $1.50

Stories of American negroes who have made places for themselves in the arts, sciences, sports and letters.

Haslehurst, Richard Stafford Tyndale

Some account of the penitential discipline of the early church in the first four centuries. 9+162 p. O '21 N. Y., Macmillan $2

Hay-Cooper, L.

Josephine Butler and her work for social purity. 160 p. front. il. D '22 N. Y., Macmillan $2

Henshaw, Nevil Gratiot

The inheritance of Jean Trouvé. 391 p. D [c. '22] Indianapolis, Ind., Bobbs-Merrill $2

The story of a boy, who, upon the death of his father, is sent to his grandfather who turns him adrift in a strange land, moneyless and friendless, without reckoning on the inheritance of blood that runs in the boy's veins. Character, courage and the love of the soil make the theme of this novel.

Hervey, Harry

Caravans by night; a romance of India. 400 p. D c. N. Y., The Century Co. $1.90

A love-adventure-mystery story.

Heywood, William

A history of Pisa, eleventh and twelfth centuries; with a map and sixteen pictures. 2+292 p. (6 p. bibl.) pls. fold. map O '21 N. Y., Macmillan $8

Hill, Charles E.

Leading American treaties. 399 p. O c. N. Y., Macmillan $3

Partial contents: The treaties with France, 1778; The Louisiana Purchase, 1803; The Convention of 1818 with Great Britain; The Webster-Ashburton treaty, 1842;; The Alaska Purchase, 1867; The treaty of Paris with Spain, 1898; The Panama Canal treaties. Index.

Hill, Grace Livingson. *See* **Lutz, Grace**

Hingley, R. H.

Psycho-analysis. 7+190 p. D '22 N. Y., Dodd, Mead $2.25

An untechnical exposition of psycho-analysis for the general reader, giving particular attention to the theories of Freud and Jung.

Hodges, Horace, and Percyval, T. Wigney

Grumpy; a play in four acts. 5+90 p. plan pls. D (French's standard library edition) [c. '21] N. Y., S. French pap. 75 c.

Holler, Helmuth P.

Higher principles of international law on the basis of universal theomonism. 19 p. O (Progressive studies no. 7) c. '21 Wash., D. C., Oriental University Bk. Concern, 1702 Oregon Ave., N. W. pap. 50 c.

Lotze's microcosmic real-idealism completed by the macrocosmic ideo-realism of theomonism. 19 p. O (Progressive studies no. 5) c. '21 Wash., D. C., Oriental Univ. Bk. Concern pap. 50 c.

The solution of the sexual question by theomonism. 19 p. O (Progressive studies no. 4) c. '21 Wash., D. C., Oriental Univ. Bk. Concern pap 50 c.

Getman, Anson

Principles and sources of title to real property, as between the state and the individual, and the relative rights of individuals; how the individual or state acquires title and how the individual secures compensation; tax titles, rules, regulations, procedure forms [New York state]. 26+877 p. O '21 Albany, N. Y., M. Bender & Co., inc., 109 State St. $12

Giesecke, Frederick Ernest, and Mitchell, A.

Descriptive geometry; 3rd edition. 139 p. diagrs. il. D '21 c. '16-'21 Austin, Tex., F. E. Giesecke pap. $1

Gilmore, Charles Whitney

A new sauropod dinosaur from the Ojo Alamo formation of New Mexico; with two plates. 9 p. pls. O (Pub. 2663; Smithsonian miscellaneous collections, v. 72; no. 14) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Hermannsson, Halldór

Bibliography of the Eddas. 5+95 p. O (Islandica, v. 13) '20 Ithaca, N. Y., Cornell University Library $1

Holmes, Harry Nicholls
Laboratory manual of general chemistry. various paging il. tabs. O c. '21 N. Y., Macmillan $1.60

Huff, Bessie M.
A laboratory manual for journalism in high school. 6+98 p. (1 p. bibl.) diagrs. D [c. '21] Muskogee, Okla., [Author], 627 So. 23rd St. pap. 50 c.
Partial contents: Newspapers in general; Organization of the staff; The reporter; Local news; News writing; Press associations and telegraph and state editors; Advertising; Headlines; Makeup; Mechanical process; Administration of school publications.

Hungerford, Edward
The romance of a great store; il. by Vernon Howe Bailey. 12+281 p. front. il. O c. N. Y., McBride $2.50
The story of R. H. Macy & Company, of their growth and present methods of merchandising, together with a study of the human side of the organization.

Hutchinson, Hubbard
Chanting wheels; a novel 6+293 p. D c. N. Y., Putnam $1.75

Innes, William Thornton
Goldfish varieties and tropical aquarium fishes; a complete guide to aquaria and related subjects. 274 p. (2 p. bibl.) il. pls. (part col.) O [c. '21] Phil., Innes & Sons, 129 N 12th St. $4

Jamieson, Robert, and others
A commentary, critical and explanatory, on the whole Bible, with introd. to Old Testament literature, a pronouncing dictionary of Scripture proper names, tabs. of weights and measures, and an index to the entire Bible; [2 v. in 1.] O '21 N. Y., Doran. $7.50
Reprint of the 1878 edition without the illustrations, the "New geographical and historical index" by Thomas Starling, and the "Concordance to the Holy Scriptures of the Old and New Testaments" by John Brown.

Jenkins, Burris Atkins
The Bracegirdle; with front. in col. by H. Weston Taylor. 311 p. D c. Phil., Lippincott $2
A tale of London in the days of William of Orange.

Jones, Maurice
The four Gospels; their literary history and their special characteristics. 6+122 p. (1 p. bibl.) D '21 N. Y., Macmillan $2

Jonson, Ben
Every man in his humor; ed. with introd., notes, and glossary, by Henry Holland Carter; [texts of the quarto ed. of 1601 and the folio ed. of 1616 on opposite pages; with reproductions of the title-pages of both editions] 105+448 p. (6 p. bibl.) O (Yale studies in English, 52) '21 New Haven, Conn., Yale University Press $4

Keynes, John Maynard
A treatise on probability. 11+466 p. (29 p. bibl.) O '21 N. Y., Macmillan $6
Partial contents: The meaning of probability; The principle of indifference; The weight of arguments; The theory of groups, with special reference to logical consistence, inference, and logical priority; The foundations of statistical inference.

Koopman, Sietse Bernard, and Kester, Roy Bernard
Fundamentals of accounting; principles and practice of bookkeeping 496 p. O c. '21 N. Y., Ronald Press $1.75

Korff, Sergiei Aleksandrovich, Baron
Russia's foreign relations during the last half century. 227 p. O [c. '22] N. Y., Macmillan $2.25

Kouns, Nathan Chapman
Arius the Libyan; a romance of the primitive church 398 p. D [c. '14-'22] N. Y., Appleton $2
Formerly published in 1914 by John Howell, San Francisco.

Lentilhon, Eugène
Forty years beagling in the United States. 297 p. D [c. '21] N. Y., Dutton $4

Lewis, Thomas
The mechanism and graphic registration of the heart beat. 20+452 p. (bibl. and author index, 52 p.) il. col. pls. diagrs. O '21 N. Y., P. B. Hoeber $16

Lewkowitsch, Julius Isidor
Chemical technology and analysis of oils, fats and waxes; ed. by George H. Warburton; 6th ed., entirely rewritten and enlarged. various paging il. tabs. (part fold.) diagrs. O '21 N. Y., Macmillan $12

Lowndes, Mrs. Marie Adelaide Belloc [Mrs. Frederic Sawrey-Lowndes]
What Timmy did. 288 p. D '21 N. Y., Doran $1.75

Lutz, Grace Livingston Hill [Mrs. Flavius J. Lutz]
The girl from Montana. 220 p. front. D [c. '07-'22] Phil., Lippincott $1.50
Formerly published in 1908 by The United Society of Christian Endeavor, Boston.

Jackson, Eugene Beauharnais
The romance of historic Alexandria [Va.]; a guide to the old city; prepared under the auspices of the Civic improvement league of the Alexandria Chamber of commerce. 51 p. il. pors. D '21 Atlanta, Ga., A. B. Caldwell Pub. Co., 127 Central Bldg. 50 c.

Knopf, Adolph
The Candelaria silver district, Nevada; Contributions to economic geology, 1922, pt. 1; pub. Jan. 20, 1922. 22 p. charts O (Dept. of the Interior; U. S. Geol. Survey; bull. 735-A) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Knopf, Adolph, and Johnson, Bertrand L.
Tin in 1919; Mineral resources of the United States, 1919—pt. 1; pub. Jan. 26, 1922. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Linton, Edwin
A contribution to the anatomy of dinobothrium, a genus of selachian tape-worms; with descriptions of two new species. 9 p. pls. O (No. 2401; from the Proceedings of the U. S. Nat. Museum, v. 60, art. 6) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Lisanti, Gaetano F.
Beatrice nell'allegoria estetica della Divina commedia. 29 p. por. O [c. '21] N. Y., Bagnasco Press, 226 Lafayette St. 50 c.

Loucks, Henry Langford
How to restore and maintain our government bonds at par. 78 p. D c. '21 Watertown, S. D., [Author] pap. 50 c.

McCabe, Joseph [formerly Very Rev. Father Anthony]
The evolution of civilization. 7+138 p. D c. N. Y., Putnam $1.50
"The story of civilization from the brute man to our own stage of culture."

McCutcheon, George Barr
Yollop; front. by Edward C. Caswell. 112 p. D c. N. Y., Dodd, Mead $1
The story of the capture of a burglar by a man in his apartment, and the humorous results of confidences exchanged.

McGovern, William Montgomery
An introduction to Mahayana Buddhism; with special reference to Chinese and Japanese phases. 4+233 p. O '22 N. Y., Dutton $3
"This work is designed to supply the average cultured reader with a brief and simple guide to Buddhism."

Mackie, Alexander
The gift of tongues; a study in pathological aspects of Christianity. 17+275 p. D [c. '21] N. Y., Doran $2

Meehan, Thomas F., ed.
History of the Seventy-eighth [the Lightning] division in the world war, 1917-18-19. 243 p. il. pors. maps facsms. O '21 N. Y., Dodd, Mead $3

Methodist Episcopal Church
Las doctrinas y la disciplina de la Inglesia Methodista Episcopal, 1920; con apéndice; edicón Española. 662 p. S [c. '22] N. Y. & Cin., The Methodist Bk. Concern 50 c.

Milne, Alan Alexander
The acting edition of Mr. Pim passes by; a comedy in three acts. 67 p. pl. plan O (French's acting edition, no. 1342) [c. '21] N. Y., S. French pap. 75 c.
The stepmother; a play in one act. 20 p. D (French's acting edition, no. 2604) c. '21 N. Y., S. French $1.25

Mode, Peter George
Source book and bibliographical guide for American church history. 770 p. O '21 Menasha, Wis., G. Banta Pub. Co. $4.50

Morse, Katherine
A gate of cedar [verse]. 14+161 p. D [c. '22] N. Y., Macmillan bds. $1.25

Moxcey, Mary Eliza, and Ward, Daisy Kendall
Parents and their children; an introductory manual for parents' classes. 139 p. S [c. '22] N. Y. and Cin., The Methodist Bk. Concern 75 c.
Partial contents: The home as an environment; Home government and discipline; Mealtime and manners; Play and recreation; The home and the neighborhood; The home and the Sunday-school.

Nutting, William Washburn
The track of the Typhoon; with il. from photographs. 18+270 p. front. pls. diagrs. map D '22 c. '21 N. Y., Motor Boat Pub Co., 239 W. 39th St. $2
The story of the building and sailing of a 45-footer, which sailed over 7000 miles crossing the Atlantic in 15 days, returning thru bad storms via Spain and the Azores. The author is managing editor of *Motor Boat*.

O'Shea, Michael Vincent, and Kellogg, John Harvey
Building health habits. 10+280 p. front. il. (part col.) D (The everyday health ser., bk. 1) [c. '15-'21] N. Y., Macmillan 88 c.
Formerly published in 1915 under title "Health Habits."

Osler, Sir William
The evolution of modern medicine; a series of lectures delivered at Yale university on the Silliman foundation, in April, 1913. 14+243 p. il. pors. maps. facsms. O (Silliman memorial lectures) '21 New Haven, Conn., Yale University Press $6

Patterson, Adelaide
How to speak; exercises in voice culture and articulation, with illustrative poems. 8+158 p. il. music diagrs. D [c. '22] Bost., Little, Brown $1

Phillips, William J.
Carols; their origin, music, and connection with mystery-plays; with a foreword by Sir Frederick Bridge. 134 p. il. music O [n. d.] N. Y., Dutton bds. $3

Post, Chandler Rathfon
A history of European and American sculpture from the early Christian period to the present day; 2 v. various paging (18 p. bibl.) pls. O '21 Cambridge, Mass., Harvard University Press $15

Rein, Mark
The mischief of a police chief; a fragment of darkest Russia in the last quarter of the past century. 7+141 p. D [c. '21] N. Y., The Pine Press, 123 East 18th St. $1

MacBride, Thomas H.
The North America slime-moulds; a descriptive list of all species of myxomycetes hitherto reported from the continent of North America; with notes on some extra-limital species; new rev. edition. 17+347 p. (bibl.) front. O '22 N. Y., Macmillan $3

Marvin Sylvester Stephen, and Rumsey, Mary Elizabeth Marvin, comps.
A portion of the war record of the Marvin family, 1775-1921. 3+36 p. front. O '21 Bost., T. R. Marvin & Son, 152 Purchase St. priv. pr. [150 copies]

Morrison, Montford
A precision X-ray apparatus. no paging diagrs. pls. O c. '21 N. Y., International X-Ray Corporation, 326 B'way pap.

Naylor, Henry Darnley
Horace odes and epodes; a study in word-order. 30+274 p. O '22 N. Y., Macmillan $6.25

Newman, Bernard J., and others
Lead poisoning in the pottery trades; prepared by direction of the surgeon general; [with a list of "Related publications," 2 p.] 223 p. (1 p. bibl.) tabs. diagrs. pls. O (Treasury department; U. S. Public health service; Public health bull., no. 116) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. 35 c.

Piper, Charles Vancouver
The identification of berberis aquifolium and berberis repens. various paging pls. O (Smithsonian Inst., U. S. National Museum; Contributions from the U. S. Nat. Herbarium, v. 20, pt. 11) '22 Wash., D. C., Gov. Pr Off., Supt. of Doc. pap.

Rice, Joseph C.
Rice's rules of order; a digest of rules and principles; a dictionary of words and phrases with table answering at a glance nearly 800 questions of parliamentary practice; useful in cases requiring prompt decision or instant action by those either favoring or opposing any question likely to arise; a thoro and practical treatise arranged for ready reference and for popular use. 233 p. front. (fold. tab.) S c. '21 Chic., Stanton & Van Vliet, 2537 S. State St. $1.25

Robertson, Frederick Leslie
The evolution of naval armament; with eight half-tone pls. and other illustrations. 6+307 p. front. pls. diagrs. il. O '21 N. Y., Dutton $7

Rogers, Clement Francis
Why men believe, the groundwork of apologetics; five lectures [delivered at Kings College, University of London, in the Lent term, 1921, and also in simpler form, as Christian evidence in Hyde park in 1919.] 6+103 p. S '21 N. Y., Macmillan pap. $1

[Schaw, Janet]
Journal of a lady of quality; being the narrative of a journey from Scotland to the West Indies, North Carolina and Portugal, in the years 1774 to 1776; ed. by Evangeline Walker Andrews, in collaboration with Charles McLean Andrews; [published from the income of the Frederick John Kingsbury memorial fund in conjunction with the North Carolina society of the colonial dames of America.] 4+341 p. maps plans facsms. O '21 New Haven, Conn., Yale University Press $3.50; $4

Schlesinger, Frederick Schenck
Solitary hours [verse]. 100 p. D c. N. Y., J. T. White bds. $1

Seymour, James W. D., ed.
Memorial volume of the American field service; introd. by A. Piatt Andrew; 1914-17. 261 p. il. pls. O '21 Bost., American Field Service, 50 State St. $3

Smith, Arthur Douglas Howden [Allan Grant, pseud.]
The doom trail. 8+312 p. maps (endpapers) D [c. '22] N. Y., Brentano's $1.90
A tale of adventure in the days when New York was a small town, and most of America a wilderness.

Southworth, Gertrude Van Duyn [Mrs. Edward Franklin Southworth]
Builders of our country; bk. 1. 14+276 p. front. pls. pors. maps D [c. '06-'22] N. Y., Appleton 88 c.

Stephenson, Charles Henry
Some microchemical tests for alkaloids including chemical tests of the alkaloids used [by] C. E. Parker. 2+110 p. pls. fold. tabs. O [c. '21] Phil., Lippincott $4

Stokes, Henry Paine
A short history of the Jews in England. 6+122 p. front. il. pls. D (Jewish studies) '21 N. Y., Macmillan $2

Studdert-Kennedy, Geoffrey Anketell [Woodbine Willie, pseud.]
The sorrows of God and other poems. 10+190 p. D '21 N. Y., Doran $2
"Most of the poems appeared originally in the volumes of Rough Rhymes, written during the war and after the peace."

Tarbell, Ida Minerva
He knew Lincoln and other Billy Brown stories; [new ed., containing Father Abraham, In Lincoln's chair, and He knew Lincoln.] 19+179 p. il. D '22 c. '07-'22 N. Y., Macmillan $1.50

Teaching (The) of commercial subjects. 7+128 p. S (The new educator's library) '21 N. Y., Pitman 75 c.
Chapters on book-keeping, accountancy, shorthand, geography, history, arithmetic, banking, insurance, indexing and commercial French, German, Spanish and Italian.

Thompson, Lillian Bennett, and Hubbard, George
Without compromise. 298 p. D c. N. Y., The Century Co. $1.75
A novel which centers around the social phenomenon of lynching.

Valentine, Benjamin Batchelder
Ole marster; and other verses; [foreword by Mary Newton Stanard.] 117 p. D c. '21 Richmond, Va., The Valentine Museum, 1015 Clay St. $1
"Issued by the Valentine Museum with the object of securing for all time, in print, a truthful description of the long ago."

Van Rensselaer, Stephen
Check list of early American bottles and flasks. 109 p. il. D '21 N. Y., [Author], 873 Madison Ave. $3 [1000 copies]

Vedder, Henry Clay
The fundamentals of Christianity; a study of the teaching of Jesus and Paul. 23+250 p. D c. N. Y., Macmillan $2
The author is professor of church history, Crozer Theological Seminary.

Weaver, Sir Lawrence
Lutyen's houses and gardens. 203 p. front. (por.) pls. plans O '21 N. Y., Scribner bds. $3.75
A study of the work by the great English architect. Sir Edwin Lutyens, designer of the Cenotaph in London.

Williams, Charles David, bp.
The prophetic ministry for today; [Lyman Beecher lectures.] 7+183 p. D c. '21 N. Y., Macmillan $1.50

Woll, Fritz Wilhelm
Productive feeding of farm animals; 3rd rev. edition. 14+385 p. col. front. il. charts tabs. diagrs. O (Lippincott's farm manuals) [c. '21] Phil., Lippincott $2.50

Yanich, Voyeslav, and Hankey, Cyril Patrick, eds. and trs.
Lives of the Serbian saints; [tr. from a martyrology issued in the middle of the last century, for the use of the church thruout Serbia.] 20+108 p. front. pl. pors. D (Translations of Christian literature, ser. 7) '21 N. Y., Macmillan $2.25

Young, George, jr., and Baxter, Hubert Eugene
Descriptive geometry. 13+310 p. diagrs. D (Engineering science ser.) c. '21 N. Y., Macmillan $3.25

Rare Books, Autographs and Prints

A COLLECTED edition of the works of Hamlin Garland is under way.

The demand for the first editions of O. Henry must have greatly diminished, for eight volumes of his first editions sold the other day at auction for only $17.50, and this too with a room full of collectors and booksellers.

Walter M. Hill of Chicago has recently published a thin volume of sonnets by an anonymous author printed by John Henry Nash of San Francisco making a real typographic gem.

A collection of O. Henry letters bearing the title "Letters to Lithopolis," written to Mabel Wagnalls, will be brought out this spring by Doubleday, Page & Co., in their series of de luxe, numbered volumes.

The current catalog of C. F. Libbie & Co., of Boston is devoted entirely to Massachusetts history, including state, county, town and local history, biography, centennial orations, vital records, numbering nearly 1000 items.

The Vailima edition of Stevenson's "Works" has been oversubscribed in both England and America, the subscriptions coming mainly from individual customers, and all this too before the publication of the fourth of the twenty-six volumes.

A collection of important consignments from over sea comprising rare French and English classics; unusual tracts on Ireland; books on Mary Stuarts Cromwell and the Commonwealth period; handsome bindings by English masters, together with the remainder of the library of Daniel F. Appleton of this city, will be sold at the Anderson Galleries March 6, 7 and 8.

There were several new high record prices in the Riverside Press Special Editions sold at the Coutant sale, among them Boccaccio's "Life of Dante" which brought $29. The demand for books designed by Bruce Rogers is steadily growing and since it is based upon such intelligent appreciation of good printing it is pretty sure to continue in coming years.

The greatest of all of the Dickens collections in value, the association first editions, letters and manuscripts brought together by Harry B. Smith of this city, bought several years ago by the Rosenbach Company of Philadelphia, has recently been sold to William B. Elkins, of Elkins Park, Penn. Dr. Rosenbach originally asked $135,000 for it and it is not likely he was persuaded to part with it for less.

Thomas F. Madigan has resumed the publication of his *Autograph Bulletin,* the new series beginning with the January number, and he offers to mail it to all active autograph collectors without charge; to others who wish to receive it for its biographical and historical data it will be sent regularly for one dollar a year. This number contains four unpublished letters of Abraham Lincoln and one of Washington, the latter reproduced in facsimile, and long extracts from many valuable literary and historical letters of famous men and women.

The ancestral home of Myles Standish, at Standish Hall, in the parish of Standish, near Wigan, Lancashire, the house having been occupied by the Standish family since before the Norman Conquest, is to be brought to America and sold. The very rooms in which the Pilgrim leader was born and lived are to be brought intact. Before the end of the year it is possible that the four rooms of the Standish home may be fitted into the house of some wealthy American whose family history in this country goes back to Mayflower days.

The educational influence of the display of art collections, the observance of centenaries of famous men, women and historical events, in our larger public and university libraries has been reflected in the demand for books to satisfy the interest aroused. Frequently bibliographies have been compiled and published in connection with such exhibitions making the resources of the libraries easily and fully available. The success of these exhibitions foreshadows a greatly increased educational value of the public library system. Probably in the near future there will be a loan system between libraries devised that will greatly increase the usefulness of exhibition material and encourage its collection. For instance, the Roosevelt collection that everyday is attracting large numbers to the exhibition room of the New York Public Library could no doubt be effectively and successfully exhibited in a half dozen large cities.

The half century between 1825 and 1875 has frequently been called the golden age of the old book business. The decade beginning with the Hoe sale, in 1911, however, far surpasses any other period of its length. The gathering of rarities in such great collections as those

of J. Carter Brown, James Lenox, Henry E. Huntington and scores of others, which have or will become a part of the great public and university libraries of the New World will make it impossible some day to continue book collecting along old lines such as made the collections of the Robert Hoe, Henry Huth and Christie Miller famous. The ingenuity of booksellers and the highly organized auction houses, supported by an increasing army of collectors, will require new worlds to conquer and they will not be easy to find.

The creation of a great reference library to supplement the art collection left to this city by Henry C. Frick is under way at the Frick home, Fifth Avenue and Seventieth Street. The plan includes the collection, arrangement and indexing of photographic reproductions of all the paintings and drawings of the last eight centuries of western civilization. The task is almost inconceivably great. An art biographical reference work planned in Germany before the war listed more than 100,000 artists, and of many artists work there is almost no end. The greatest of all, Michelangelo, left nearly 1,000 paintings and sketches. The Library of Congress, whose collection makes no pretence at completeness in any direction, contains 330,000 prints. America at present has nothing which at all fills the need of the great collection planned and it will doubtless be a great help to all who are interested academically, in professions or business with which art is linked. As the New York *Herald* points out "the historian, the novelist, the playwright, the decorator, the theatrical producer, the costumer, the furniture maker—all will have at their command, when the work is given to the public, the most complete collection of its kind ever assembled."

The sale of the library of the late Dr. R. V. Coutant of Tarrytown at Anderson Galleries February 20, 21, 22 and 23 will encourage many who have a love for good books and buy them, not according to collectors' standards, but for their own satisfaction. Dr. Coutant bought the books that he personally prefered, collecting them slowly over a long period. The 1,658 lots brought $18,877.45, probably considerably more than they cost him. The most valuable item of all was Washington's copy of the sixth volume of Goldsmith's "Animated Nature," London, 1789, with Washington's autograph on the title and his bookplate on the inside of the front cover, which brought $875. The first edition of the "Court Martial Proceedings" respecting Major Andre with autograph letters and documents of the entire board of officers which tried him, realized $825. The great bulk of the library consisting of choice books of moderate value generally brought good prices, collectors and dealers competing freely for them. The market for rare and desirable books seems to be growing more and more dependable every year. There are few new high records without good reason at the same time few items are now "passed" and really desirable books on the average bring about all they are worth, frequently more than a bookseller can afford to pay for them. F. M. H.

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. *While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

William Abbatt, Tarrytown, N. Y.

Diary of J. Q. Adams, 12 vols.

Aldus Book Co., 89 Lexington Ave., New York City

Conrad, Children of the Sea, Dodd, Mead, 1897.
Conrad, The Inheritors, McClure, Phillips, 1901.
Conrad, The Point of Honor, McClure, 1908.
Kipling, With the Night Mail, Doubleday, 1909.
Kipling, The Brushwood Boy, New York, 1899.
Stevenson, Will of the Mill, Cozy Corner Series.
Stevenson, The Body Snatcher.
Dreiser, Sister Carrie, 1900.
Herman Melville, All Firsts.
Edgar Saltus, All Firsts.
H. L. Mencken, All Firsts.
Bret Harte, All Firsts.
Aliande, A Romance of the South Seas, pub. Commonwealth Co.
Brodie Pacterson, Health Life Series, 3 vols.
Archko volume, Robinson, Man Against the Sky.
A Trip to the Azores, Boston, (?) 1878 or 1879.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Roger's Reasons, by Urquhart.
First Chapter of Genesis as the Rock Foundation of Science and Scripture.
Romans in the Speakers Commentary, Gifford.
The Wonder World, the complete set of twelve volumes.

American Baptist Publication Society, 514 N. Grand Ave., St. Louis, Mo.

Scientific Method of Bible Study, by Lamb.
The Second Coming of Christ, Silvers.
He That is Spiritual, Chafer.
The Life of Trust, Mueller.
The Moody-Harding Debate.

American Photographic Publishing Co., 428 Newbury St., Boston 17, Mass.

Melville, Israel Potter, first.
Hookham, Life and Times of Margaret of Anjou.
W. G. Simms, The Book of My Lady, 1853.
W. G. Simms, Collected Poems, Redfield edition.
Hare, Life of Louis XI.
Haggard, Louis XI and Charles The Bold.
Memoires de Louis de Diesbach.
O. W. Holmes, The Stereoscope.
Books and pamphlets on the Daguerreotype.
Original Daguerreotypes.
Piazzi Smyth, Teneriffe.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.

A Thousand Years Ago, Percy MacKaye.
Vital Lies, Vernon Lee.
Skies Italian, Ruth Shepard Phelps.
Travels in England, LeGallienne.
The Gray World, Evelyn Underhill.
Wings of Danger.
Enchanting Mysteries of Kathleen Carter, Pierre Le-Clerck.
County of the Blind, H. G. Wells.
Mort d'Arthur, Mallory-Beardsley, illustrations, 1 vol. edition, 2 copies.
Golden Road, Allen, Wessels.
Malayan Monochromes, Clifford, Doubleday.
Avowals, Geo. Moore.

Wm. Ballantyne & Sons, 1409 F Street Northwest, Washington, D. C.

Turtles, Snakes Frogs and Other Reptiles, Bradlee Whidden & Co.
Bowen, Viper of Milan.
Clifford, Malayan Monochromes.
Carryll, Grimm Tales Made Gay.
Stead, Hymns That Have Helped.

Barker's Art Store, 405 East Adams, Spriingfield, Ill.

Masters, Spoon River Anthology, early or first edts.
Herndon, Life of Lincoln, 3 volumes.
Any item relating to Abraham Lincoln.

H. C. Barnhart, 35 West Market St., York, Pa. (Cash)

Cutton's Psychological Phenomena of Christianity.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

T. K. and His Great Work in America, S. A. West, Chicago, 1918.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Universal Lumber, A B C 5th Code.
Shepperson Cotton, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

Bibliophile, 33 Newbury St., Boston, Mass.

Harvard Classics.
Book of Knowledge.
Le Sage, complete works, early editions.
Beerbohm, Max, Firsts.
Turf Gazette.
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Hergesheimer, Firsts.
Standard sets in French.

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Bigelow, Brown and Co., Inc., 286 Fifth Ave., New York

Memoirs of a Cape Rifleman by Col. Whitehorn.
Twelve Years a Slave, London, 1853.
Settlers and Convicts, London, 1847.
Autobiography of a Working Man by Alexander Somerville, London, 1848.

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England

Life of Payson.
Two Years Before the Mast, by Dana.
Stolen Treasure, H. Pile, Harper.

The Book Shelf, 112 Garfield Place, West, Cincinnati, O.

Art of Worldly Wisdom, Balthasar Gracian.
The Great Red Dragon.
Reminiscences of Lady Cadogan.
The Eighth Sin, Morley.
Aphrodite, Pierre Louys.
Clown's Courage, Scarlet.
Arabian Nights, Dulac illustrations.
Little Black Kettlehead, Bannerman, 5 copies.
Coelebs In Search of a Wife, Moore, Hanna.

E. P. Boyer, Bourse Bldg., Philadelphia.

Clausewitz, Campaign of 1812 in Russia.
Fain, Manuscript of 1814.
Gourgaud, Campaign of 1815.
Wilson, Russian Army and Campaign in Poland.
Berthier, Campaign in Egypt.

Brentano's, Fifth Ave. and 27th St., New York

Scott, Michael, Cruise of the Midge.
London, Jack, Cruise of the Snark.
Smith, H. Warrington, Mast and Sail in Europe.
Hyne, Cutcliffe, A Recipe for Diamonds.
Worth, Dr. Claude, Yacht Cruising.
MacGregor, Capt. John, Cruise of the Yawl "Rob Roy."
Chattertown, E. Keble, Down Channel in Vivette.
Chattertown, E. Keble, Through Holland in Vivette.
Chattertown, E. Keble, Cruise of the Vivette.
Doughty, Col. M. M., Frieseland Mares.
Lynam, C. C., Log of the Blue Dragon.
Kemp, Dixon, Yacht and Boat Sailing.
Mutiny of the Bounty, cheap copy.
Droz, Gustave, Mamselle Geraud, My Wife, English trans.
Arnold, D. P., The American Egypt, D. P., 1909.
Casares, David, Notes on Yucatan's Water Supply.
Thompson, E. H., A Page of American History, Am. Antiquarian Soc., Worcester, Mass.
Slater, J. H., Early editions.
Carpenter, E. H., From Adams Peaks to Elephanta.
Carpenter, E. H., Chants of Life.
Barber, American Glassware.
Pater, Walter, Renaissance, large paper, Mac. ed.
Josiah, Quincy, Figures of the Past.
Godey, Lady's Book, vols. 18-19, 1839.
Selfridge, Romance of Commerce.
Hume, Courtship of Queen Elizabeth.
American Museum Journal, Reports on Numbers, Indexes for volumes 1 through vol. 20.
J. L. & E. D. Halsey, Halsey Genealogy, Morristown, 1895.
Valiensky, Catherine the II.
Hanson, Old Kent.
History of Coharie County or Border Warfare.
Lord or Sir Ed. Hamilton, The Outlaws of the Marshes.
Lowell, Guy, Italian Villas and Farmhouses, vol. 1.
Henslow, Ye Sun-Dial Booke.
Banks, Charles, History of Martha's Vineyard, pub. by Geo. Dean.
Mott, New York of Yesterday, Old Bloomingdale.
Why Priests Should Wed.
Mark Twain, Library of Wit and Humor.
Yoakum, History of Texas.
Voltaire, Works of.
Science Absolute of Space Independent of the Truth or Falsity of Euclid's Axiom, Bolyai, J.
Indian Basketry and How to Make Baskets, James, Geo. Wharton.
Practical Wood Carving, Rowe, Eleanor.
Ancient Hunters, Sollas.
Periplies of Harmo, trans. Longman.
Bowley, Measurement of Social Phenomena.

Brentano's—Continued

Laws of Wages, Moore, H. S.
The Bargain Theory of Wages, 1898, Davidson, J.
Capt. Stig and Central African Game and Its Sport.
The Diamond, Cattalle, W. R.
Pearl, Its Story, etc., Cattalle, W. R.
From Saranac to the Marquesas and Beyond, by the Elder Mrs. Stevenson.
Who's Who in the Theatre, Parker, J.
The Brood of the Witch Queen, Rohmer.
Experiences of Eon and Eona, Mrs. Daniels.
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Shogun's Daughter, Benet.
The Action of the Reciprocating Parts of the Steam Engine, Lanza.
Wulf the Saxon, Henty.
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St. Bartholomew's Eve, Henty.
Memoir of Rupert Brooke, 2 copies.
Sam, Ruth, E. J.
Too Much Efficiency, Ruth, E. J.
Other Famous Homes at Great Britain and Their Stories, illus., A. H. Malan.
Some Legal Phases of Corporate Financing Reorganization and Regulation, Stetson.
Memoirs of Sherlock Holmes, large type.
On the Witness Stand, Munsterberg, 15.
Jungle Book, illus., Detnold.
Bulwer Lytton's Coming Race.
The Purple East, Watson, Wm.
The Year of Shame, Watson, Wm.
History of the Precious Metals, the 1902 edition, Alex. Delmar.
Sutcliffe's Shameless Wayne.
Art of Portrait Painting, Collier, John.
Technique of Painting, Moreau-Vauthier.
Art of Ballet, Beragini.
Mistress of Men.
Catspaw, Croker, B. M.
Around the Fire Stories, Doyle, Conan.
My Life at Sea, Crutchley.
Gallantry, Cabell, James B.
The Eagle's Shadow, Cabell, James B.
The Branch of Abingdon, Cabell, James B.
Branchiana, Cabell, James B.
Platon, Collins, Clifton W.
The System of Mental Philosophy, Mahan.
Paderewski and His Art, Finck, H. T.
The Great French Revolution, Kropotkin.
In Exchange for Love, Garvice.
Death's Jest Book or The Fool's Tragedy, Thomas Lowell Beddoes.
Wonderful Romance, Pierre de Coulevain.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Jurgen, Cabell, J. B.
Mediaeval Romances, E. M. Lib., cloth.
Agassiz's Life, ed. by E. C. Agassiz.
Opening a Chestnut Burr, E. P. Roe.

Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.

U. S. Dept. of Agric., Yearbook for 1920.

Foster Brown Co., Limited, 472 St. Catherine St., West, Montreal, Can.

Avowals, George Moore.
Our Heart, du Maupassant, in English, or volume containing it.
Japanese Nightingale, Watana.
Course on Salesmanship, Stanley R. Kreb.
Birds of The Bible, Gene Stratton-Porter.
Les Origines de la Civilisation Moderne, Godfroi Kurth.
The Universities of Europe in the Middle Ages, Rashdall, 2 vols.
Summer and Winter Houses, Henry Glassford Bell.
Scenery in the Heart of America.
Book of the Ouananiche, Chambers.
Bush Songs and Oversea Voices, A. Saffroni-Middleton.
Ruined Abbey of Great Britain, Cram.
Anthony and Cleopatra, Weigall.
The Country Town, Anderson, W. L.
Possession of Juba, Newman.
Old Calabria, Douglas, Norman, first edition.
Divine Fire, Diver.
The Second Generation, Phillips, D. G.
The Good Girl, Sullivan.

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Foster Brown Co., Ltd.—Continued

The Chronicles of Clovis.
Strayings of Sandy, good edition.
Canadian Banking System, Eckhardt.
Maid of Maiden Lane, Barr, Amelia.
Electromagnetic Theory, Heaviside, 2 vols.
Wanderings in Arabia, Doughty, Chas. M., 2 vols.
The Gogo Family, pub. in 1844 in 2 vols., edited by Paul de Kock.
History of Romanism, Browning.
The Boss of Wind River, Chisholm, A. M.
The Globe Trotter, Hefferman.
Let Not Man Put Asunder, King, Basil.
Set of the Works of Disraeli, well bound.
The Country Town, Anderson, W. L.

The R. L. Bryan Company, Columbia, S. C.

Diary from Dixie, Chestnut.

The Buchman Book Store, 136 N. Seventh St., Allentown, Pa.

Book of Formulas, pub. Scientific American, 5 cops.
Out of the Great Oblivion, George Allen England.
The Afterglow, George Allen England.

The Buffalo Public Library, Buffalo, N. Y.

Galton, Francis, Finger Prints, London and New York, Macmillan, 1892.

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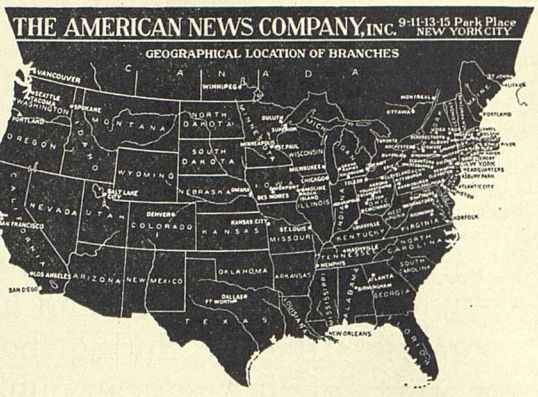

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